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September 29, 1969

INTERNATIONAL TRADE CLUB · OF CHICAGO ·

YEARS OF PROGRESS
1919 50 1969
LEADING IN MID-AMERICA

Secretary Stans joins Midwest traders in 50th year celebration

International Trade Winds

Company News

ALUMINUM REDUCTION—Reynolds International, Inc., subsidiary of Reynolds Metals Co. of Richmond, Va., and Corporacion Venezolana de Guayana have announced their jointly owned aluminum reduction plant Aluminio del Caroni, S.A. (Alcasa) in Cuidad, Guayana, has completed expansion hiking the 22 million pound capacity to 50 million pounds per year. Fabricating facilities operated in conjunction with the smelter are producing foil reroll for the Alcasa foil converting plant and sheets, blanks and strips for other applications. All of Alcasa's construction is now complete except the facility to produce carbon anodes for use in the reduction process. This project, valued at $43 million, received a $20.5 million assist from the Eximbank.

STEEL MILL EQUIPMENT—Birdsboro Inter-America Corp., Birdsboro, Pa., was awarded a contract of more than $1 million to provide billet mill furnace equipment to the Sociedad Mixta Siderurgica Argentina (SOMISA) in San Nicholas, Argentina. The contract calls for the engineering and building of charging, discharging, conveying and cooling equipment for a $250 million expansion program. When completed in early 1972, the expanded facilities will have an output capacity of 2.5 million metric tons of steel annually, over the present 1.1 million tons. A $41.7 million Alliance for Progress credit from the Eximbank is aiding the development's financing.

CONSTRUCTION—Allis-Chalmers, Milwaukee, received a $6 million contract to supply and install equipment for a hydroelectric power project on the Karnafuli River in East Pakistan. Under contract to the East Pakistan Water and Power Development Authority, Allis-Chalmers' International Division will provide a hydraulic turbine-generator set, intake gates, power transformers and associated equipment as well as arrange for the construction work required by the expansion of the Kaptai dam powerhouse. The 69,000 horsepower hydraulic turbine for the project will be constructed at Allis-Chalmers' York, Pa. plant while the generator and power transformers will be completed in Wisconsin. The new facilities are scheduled to begin operation in 1972.

Newsletter

We are ready to go again next spring. That was the unanimous verdict of members of an automotive servicing equipment trade mission who went to Scandinavia last spring in the first of a new specialized series of single-industry missions organized by Commerce Department. The group met in Chicago in mid-September to review their European trade contacts. The consensus was that more business doors opened to them as a group in a few days in Copenhagen, Stockholm and Helsinki than would have opened to them singly in many weeks. Two of the five members have reported signing four agents as a result of their trip.

Best of three hi-fi stereo shows held in the five years of the Milan U.S. Trade Center. That's a show's end report from the September exhibition in the Italian city. With two of 26 participants still to supply their figures, a 12-month sales projection of $1,681,500 is already on the books. The three exhibitors seeking agents have 18 candidates under negotiation.

The Prime Minister of Thailand came to look, and others came to buy. So the Premier's first visit to the Bangkok U.S. Trade Center, plus a 12-month sales projection of $2,974,100, made a red-letter event out of the Center's Packaged Furniture Plant Exhibition. The operating furniture plant on the floor went to a Thai buyer, and others like it will be delivered in the Philippines and Singapore. Projected sales include six furniture plants, and sawmill, plywood and veneer plants for delivery in Singapore.

Eximbank is following the Commerce trade fair route. It is assisting in finance negotiations for the exhibitors at a Mexico City machine tool show that closed last week with a $3 million credit to four Mexican lending institutions. Next month it moves on to Osaka, Japan, to aid the participating firms in the U.S. Exhibition at the Japan Electronics Fair.

More than 250 business appointments, TV coverage, major attention in the local press, and a turnaway response to a luncheon by the Indo-American Chamber of Commerce and Professional Society. That's the welcome that Trans World Airline's MarketAir Trade Mission got in Bombay earlier this month. Seven different trade groups took part in this mission, which later stopped in Bangkok, Hong Kong and Taipei. Commerce Department representatives helped in the advance arrangements.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Commerce Secretary Maurice H. Stans will address the 50th anniversary dinner of the International Trade Club of Chicago Wednesday, when mid-America's leading world traders gather to climax this year's half-century celebration. Formerly known as the Export Managers Club, the organization's membership has grown from a handful in 1919 to more than 800 members. Its broad program aims to keep the Midwest at the top among exporting regions. See story on page 2.

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Chicago world trade club celebrating 50th year

Growth spans handful to 800 members; Secretary Stans to speak at Oct. 1 dinner

A mid-America world trade voice throughout the past half century, the International Trade Club of Chicago is celebrating its 50th anniversary this year.

Secretary of Commerce Maurice H. Stans, a midwesterner by birth and a Chicago area resident for 30 years, will help to climax the celebration by addressing the Club's 50th aniversary banquet Oct. 1. Illinois Governor Richard Ogilvie and other civic leaders will be honored guests.

An outgrowth of the Export Managers Club which was conceived just after the end of World War I and comprised of a dozen or so export-minded business executives, the International Trade Club has matured into an association of more than 800 members representing some 700 firms with international interests.

Serving a membership that includes corporate officials and international executives from firms of every size, the Club's stated objectives throughout its existence have been "to promote expanded international business, discuss mutual problems, exchange ideas and develop high professional standards and ability among world trade executives." The club aims to keep the Midwest in the forefront of U.S. foreign trade by moving more of the area's industrial and agricultural production into world markets.

Broad program

Among the activities and services it offers are:

Special interest seminars, clinics, and open forums for informal discussions and problem solving; advanced workshops on international trade problems; a Business Opportunities Exchange for referral to members of opportunities abroad; a Speakers Bureau which provides lecturers on foreign trade subjects; and a continuing study of world trade practices, policies, and legislation.

Coming up at this time is the organization's ninth annual seminar on principles and techniques in exporting—a seven-session elementary course for firms and individuals new to the field. The "how-to-do-it" seminar will be held in the La Salle Bank Building on consecutive Monday evenings beginning Sept. 29.

The Club issues a monthly publication, *International Trade News*, carrying articles on foreign trade, news briefs, and the Club's program announcements. Its predecessor, *Export News*, made its inaugural appearance in September 1951.

Members, through committee assignments, work with schools and colleges and with young people interested in foreign trade careers. Committees also draft policy and practices recommendations for Club presentation to Government bodies concerned.

INT'L TRADE CLUB'S MIDDLE YEARS are recalled by past presidents—one a founder—during reunion in 1956. Seated (l. to r.): C. I. Horowitz (1946-47), Arthur Williams (1938-39), Gaylord C. Whipple (1941-43). Standing: James E. Whitaker (1953-54), John W. Schwenger (1954-55), Charles A. Hofstetter (1950-51, 1957-58), Fitzhugh Granger (1952-53), E. W. Plagge (1948-49), C. A. Price (1939-40).

With other groups

The organization's program includes cosponsorship—with the Chicago Association of Commerce and Industry—of the annual Mid-America World Trade Conference. The International Trade Club president, Donald L. Porth, will serve on the executive committee for the 1970 conference, to be held Feb. 17-18. Porth is executive vice-president of Culligan, Inc.

The Club cooperates in the activities of the Chicago Regional Export Expansion Council and Illinois Export Advisory Committees.

Anthony J. Buchar, Director of the Chicago Field Office of the U.S. Department of Commerce, noted the Department's close association with the International Trade Club since the early days of

its existence. Buchar stated that while the Commerce Field Office in Chicago predates the establishment of the Club by a few years, they have cooperated through half a century in stimulating international trade. In fact one of the early directors of the Chicago Field Office served as secretary of the Club.

Buchar said: "The Club has always been most helpful in providing a forum for Commerce Department activities and in turn the Chicago Office has assisted by cooperating with the Club in its world trade conferences, seminars, and special meetings. Our business ties with the members of the Club are also of long standing and we are very proud to be associated with this international professional group which has been instrumental in making the Midwest the largest exporting area of our nation."

Over the years

The title "export manager" was a novel one when a handful of Chicagoans charged with selling their firms' products in foreign markets began getting together for luncheon back in 1919. As the luncheon gatherings grew in size, the need for a chairman, and then a secretary, became apparent. Later, the office of treasurer was created. In 1927, articles of incorporation establishing the Export Managers Club of Chicago—forerunner of the International Trade Club—were signed. Two of the three original signers are still on the membership rolls; the third is deceased.

One of the two is Charles A. Hofstetter, now vice president for international operations of the Ace Fastener Co. Hofstetter has served as chairman of numerous committees, and twice as president. In a colorful historical footnote for the Club's *International Trade News*, he recalled that after the stock market crash of 1929, the Club treasurer absconded with the organization's funds—some $500—resulting in Hofstetter's serving as treasurer until 1936.

The other living incorporator is John C. Hill, formerly president of Hill-Blare, Inc., now retired. At the time that he began lunching with the group, about 1926, he says attendance was around 20 or 25 and the price of lunch, $1. By the time he served as president, 1940-41, membership had increased to more than 200.

In addition to these incorporators, three other veterans who were present when the Club was formed are on the current membership list: Charles I. Horowitz, an honorary life member since his retirement from the Gibson Refrigerator Co. in 1959; Frederic L. Roberts, retired, former head of Commerce's Chicago Field Office; and James E. Burke, retired from Stewart-Warner Corp. and presently consultant for the Automotive Service Industries Association.

A MAJOR ACTIVITY of International Trade Club of Chicago is cosponsorship of annual Mid-America World Trade Conference. Above, at March '69 conference (l. to r.): John Kuhn, General Binding Corp., ITC vice president; Donald Porth, Culligan, Inc., ITC president; Leonard Spacek, Arthur Andersen & Co., a conference speaker; Thomas H. Miner, Thomas H. Miner & Assoc., Inc., ITC past president.

Continuous operation

Hofstetter and Hill point out that the organization's 50-year history is continuous—that the group survived from the horse-and-buggy days of exporting, through changing patterns of trade, through war and depression. The Chicago World's Fair in 1933 brought a glimmer of renewed enthusiasm for exporting after the tough depression years, and in 1934 the U.S. Reciprocal Trade Agreements program was launched, giving it a further boost. It was in that year that the Club organized the first Chicago World Trade Conference.

The following year, the Chicago Association of Commerce and Industry joined as cosponsor and Voris D. Seaman, manager of the foreign trade department of the Association, became the Club's executive secretary—a post he held for 14 years. During this time, his Association office served as Club headquarters.

Seaman also was secretary of 19 World Trade Conferences. Still actively interested in the Club, he maintains a law office in Arcola, Ill.

As Association interests, however, focused more on domestic than international trade, the Club in 1950 established its own headquarters in the La Salle Hotel. On July 1, 1959, the name was changed to the International Trade Club of Chicago, and in 1963 the offices were moved to 140 South Dearborn St., the Club's present location.

In 1964, the Club was awarded the President's "E" Certificate for Export Service for its "imaginative and specialized program of international marketing services to mid-western industry and business." It has testified before Congressional committees and has sent recommendations to the National Foreign Trade Conventions. Through such broadened activities, Hofstetter points out, the 50-year-old Club is now known from coast to coast.

Thomas H. Miner, president of Thomas H. Miner & Associates, Inc., and immediate past president of the Club, is chairman of the anniversary committee which is arranging the Oct. 1 dinner, to be held at the Conrad Hilton Hotel.

Special interest seminars have been announced for Oct. 21 and Nov. 13—the first, on selection of overseas agents and distributors and the second on financing of international trade.

Free trade vs. protectionism struggle nears 'turning point,' Commerce official tells Mexicans

BIC Director reviews trade promotion efforts, sees U.S. business somber about prospects; Eximbank official lists Mexico activity

A crucial turning point in trade relations between all countries, in which the protectionists or the free traders may emerge dominant, is fast approaching, a Department of Commerce official told two Mexico City audiences last week.

"Either we will move ahead together with renewed vigor toward expanded two-way trade, or it is possible that we may lose our forward momentum and drift into a period of serious stagnation in trade growth," said Harold B. Scott, Director of the Bureau of International Commerce, in addresses to the Mexican-North American Conference on Manufacturing Engineering and the American Chamber of Commerce of Mexico.

Scott emphasized the U.S. Government's determination to hold to a free trade policy. A fellow speaker, R. Alex McCullough, a Director of the Export-Import Bank of the United States, spelled out his institution's efforts in Mexico to assist in expanding U.S. sales there. Both men attended the Bureau of International Commerce-sponsored U.S. Advanced Machine Tools Exhibition in Mexico City Sept. 18-26 and its associated engineering conference.

Somber outlook now

Scott described U.S. businessmen as taking a somber view of world trade prospects, in the face of a disappearing U.S. technological edge in many overseas markets, increasing productivity everywhere, the handicaps of many nations' non-tariff barriers, and the effect of inflation on U.S. prices.

He reviewed Commerce's trade promotion plans, including exhibitions, trade missions and market identification services and concluded that, on balance, "we are optimistic that so long as world trade continues to expand, the United States can and will attain its proper share . . . the principles of freer trade serve equally well the new era of more intense international competition and we in Government shall strive for such a climate."

Scott said that the machine tool exhibition was organized to aid Mexico's determination to keep its industries efficient and competitive in world markets through use of the latest in production equipment.

He declared that Mexico has demonstrated impressive engineering talent: "It has two great engineering universities of international reputation. The revolutionary direct reduction process developed by Hylsa in Monterey is of great importance not only to Mexico, but to many other countries. Recently a young Mexican engineer from FAMSA secured a patent on a fluidic device that is recognized as the best in the world.

"The fact that 25% of the technical papers being delivered at this conference are being presented by representatives of the industry of Mexico is in itself evidence of your international engineering reputation. Such engineering accomplishments translate into indicators which prove beyond question Mexico's industrial competence."

The upshot of such progress, he commented, is that "Mexico, with an increasing stake in world commerce rightfully speaks with increasing authority, and also bears an increasing responsibility for helping to find solutions to the complex problems of world trade which beset us all."

Eximbank record

McCullough reviewed Eximbank's loan activity in Mexico, saying that about $1.3 billion has been authorized, of which about $900 million has been disbursed, about $590 million repaid, and about $320 million is outstanding.

"Sensible banking requires that financing help the borrower as well as the lender," he noted. "There is probably no substantial sector of Mexico's great industrial growth during these last decades in which our loans have not assisted. The list goes from water control to the petroleum industry, from minerals to highways, from electric power to a great variety of industrial undertakings. Perhaps the two major sectors have been transportation and the steel industry.

"Our loans for the benefit of Mexico's railway system have totaled about $285 million. In the mid-forties, the system was badly deteriorated. Since that time, with our systematic support of the railway investment programs, the mileage has been rehabilitated, dieselization has been essentially completed, rolling stock increased and great advances have been made in the system's administrative and fiscal operations. This joint effort has made possible the great increase in tonnage handled which has been essential to Mexico's economic growth.

"In transportation, our bank has also made substantial loans in re-equipping Mexican airlines, and to the development of the Mexican auto industry and auto parts manufacturing.

"The establishment of modern steel plants and the impressive growth of steel production and processing has been one of the most impressive phenomena of Mexico's growth. During the last 30 years, Eximbank has favored the Mexican steel industry with loans of approximately $160 million. These loans have been vital in reduction of costs through the installation of modern methods and the diversification of output to include an increasing variety of products. The spectacular results are 20-fold overall growth in annual production from about 150,000 tons during the war years to about 3.5 million tons now.

Largest risk loan

"Our loans have included not only government activities, but also private industry. In fact, in Eximbank's present world-wide exposure of almost $9 billion, our largest unguaranteed position with a private industrial borrower is with a Mexican firm.

"Present Eximbank loans, guarantees and insurances in Mexico total more than $500 million—about $400 million in loans, and more than $100 million in medium term guarantee and insurance transactions. We have on our Mexican accounts well over 1,000 of these medium term transactions. Their average value is about $100,000, and the majority consists of credits considerably under $100,000.

"Under our medium term guarantee and insurance programs the purchaser in Mexico simply puts the matter in the hands of the United States exporter. The exporter then undertakes either through his own commercial bank, or through a local insurance broker, to get Eximbank assistance in financing his sale. These medium term programs are working so well in Mexico that we have more such

transactions here than in any other country in the world."

McCullough said that Eximbank was at the machine tool exhibition to see that buyers had a means of financing purchases. Several ways were open, he outlined: 1. through Mexican banks directly; 2. through Mexican banks participating in a special relending credit line established by Eximbank; 3. loans from United States commercial banks with or without Eximbank guarantees; 4. by loans insured with the Foreign Credit Insurance Association which had representatives at the show; and 5. through guarantees issued directly by Eximbank to cover eligible transactions which, after serious efforts, have failed to obtain financing from one of the other sources available.

McCullough termed several aspects of these arrangements unprecedented. He said: "Certainly this is the first time an Eximbank relending line has been established for use by more than one bank at the same time. Also, it is the inaugural of on-the-spot financial assistance by Eximbank and FCIA. Additionally, a number of unique technical procedures and arrangements have been made in preparation for this important event."

McCullough said that Eximbank was hopeful that the financing plans included in this special program will serve as models for many future events of this nature throughout the world. The machine tool exhibit, he said, was chosen as the most appropriate place to construct the prototype because of close commercial ties and comparative ease of communications between the U.S. and Mexico.

Standards institute has new name, site, plans licensed mark

Organization for voluntary accords also changes standards designation

The United States of America Standards Institute, Inc, (USASI), will change its name to American National Standards Institute, Inc., on Oct. 6 when the organization moves to new headquarters at 1430 Broadway, New York, N.Y.

The institute represents American interests in the international standardization work carried out by such non-treaty organizations as the International Organization for Standardization, International Electrotechnical Commission, and Pan American Standards Commission. It is a private, nonprofit organization that serves as a national clearinghouse and coordinating agency for voluntary standardization in the United States.

The name United States of America Standards Institute and the designation USA Standard were adopted in 1966 when the institute was reconstituted and reorganized to succeed the American Standards Association. At the same time the name change goes into effect, designation of the standards approved by the institute will also change from USA Standard to American National Standard.

One reason indicated by the institute for these changes is its contemplated entry into a public program of certification. Under the program the institute will license use of its mark on products found by independent test to meet requirements of standards it has approved as voluntary national standards.

Trade fair/mission displaying products in Far Eastern cities

Third organized by Pan Am, group plans Trade Center show

The third Pan American mobile trade fair/mission is now abroad—this one in the Far East.

Exhibiting sample products in hotels or exhibition sites as they talk with prospective customers in several Asian cities, the participants are planning a between-shows display at the U.S. Trade Center in Bangkok.

The group began its sales tour in Singapore, Sept. 19-22, and was scheduled for Kuala Lumpur, Sept. 25-27; Bangkok, Oct. 1-4; Hong Kong, Oct. 8-12, and Taipei, Oct. 15-19. Firms represented on the mission, and their products are:

Tektronix, Inc., Beaverton, Ore., oscilloscopes and related equipment; Electronic Associates, Inc., West Long Branch, N.J., computers; Instron Corp., Canton, Mass., precision materials testing instruments; John Fluke Manufacturing Co., Seattle, Wash., high impedance precision voltmeters; Telonic Industries, Inc., Laguna Beach, Calif., sweep generators, RF microwave equipment; General Radio Co., West Concord, Mass., waveform generators, oscillators, counters, coaxial standards.

Pan American World Airways has sponsored two other mobile fair/missions under the Commerce Department's industry-organized Government-approved trade missions program. The first was in 1967, when executives of six U.S. companies in the medical electronics equipment field flew their displays by jet to Caracas, Lima, Sao Paulo, and Buenos Aires—resulting in sales of almost $450,000. The second, last spring, took airborne exhibits to Mexico City, Santiago, Buenos Aires, Rio de Janeiro, and Sao Paulo. Participants have estimated that sales resulting from the spring tour will reach $897,000.

South Carolina group now in Europe seeking investors

State-organized mission visits London and four other cities

South Carolina has organized a reverse investment mission—the State's first to go abroad under the Commerce Department's industry-organized Government-approved trade missions program.

The group, already in Europe, began its work in London Sept. 22. Its schedule calls for stops in Brussels, Zurich, and Frankfurt, concluding operations in Paris Oct. 9. Governor Robert E. McNair is accompanying the mission during a part of the itinerary and Lieutenant-Governor John C. West, through the remainder.

The investment team is meeting with corporate officials of European industrial firms which already have capital investments in South Carolina and with representatives of other European enterprises which may be prospects for new and/or expanding investments in the United States, particularly South Carolina. Twenty-six foreign-owned firms have located in South Carolina since 1954, State officials report.

The mission is composed of representatives of the State Development Board, South Carolina ports, various city chambers of commerce, and banks.

About half of the 50 States have organized trade missions that have been approved by the Commerce Department since the inception of the IOGA program in 1962.

U.S. businessmen urged to make maximum use of Japan's laws protecting technical property

Commerce specialist outlines safeguards provided for patents, trademarks and industrial designs; reviews procedures

By JOSEPH M. LIGHTMAN
Foreign Business Practices Division, BIC

Many American businessmen, viewing Japan's phenomenal economic growth and its position as a leading trading nation, are seeking to establish more contacts and to develop better opportunities in the Japanese market. They are therefore highly interested in protection for their products, processes, industrial designs, trademarks and other technological property rights in that country.

This article is intended to provide such businessmen with (1) general information on the Japanese system of industrial property rights protection and (2) guidelines relative to procedural aspects of that system.

Advanced property law

Japan has well-developed patent, trademark, and industrial design protection laws comparable to those of the U.S. and other industrialized countries, although differing in some details. Japan follows the same general principles, as do the industrialized Western countries, of granting legally exclusive patent rights to the owner of an invention who applies for such rights and whose invention meets the law's criteria governing novelty and patentable subject matter. Patents are granted for 15 years from the application's publication date; if more than five years have elapsed between the filing and publication, the life of the patent will be 20 years from the application filing date.

Regarding trademarks, Japan has no prior user requirement as a condition for registration, as does the United States. The first applicant for a trademark is entitled to its registration and exclusive right to use the mark on the products for which it was applied. After a lapse of five years a registration becomes incontestable on certain grounds that might otherwise serve as the basis for its cancellation through legal proceedings brought by a third party. Anyone using in Japan, prior to the application date, a mark similar or identical to one already registered by someone else, may continue to use it, if his mark had become widely known in Japan prior to the other party's application.

Trademarks are registered for ten years from registration date, and are renewable for similar periods. Protection of industrial designs is also afforded through registration by the Japanese Patent Office. Registrations are granted to applicants based on criteria of novelty and acceptable subject matter of the designs. Duration of a design right is 15 years from registration date.

Japan is a member of the "Paris Union" International Convention for the Protection of Industrial Property, adhered to by the United States and about 75 other countries, which is the major intergovernmental agreement in the patent, trademark and industrial design fields. U.S. businessmen are thus entitled to the same treatment under Japanese laws on these subjects as that Government extends to its own nationals.

U.S. businessmen are also extended certain special advantages, such as protection against arbitrary forfeiture of their patents, if not immediately worked; and one year, after first filing a patent application in the United States, in which to file a corresponding application in Japan and receive on the latter the date of the first filed application ("right of priority"). The priority period is six months in the case of trademark and design applications.

Unique measures

The Japanese Government has taken several unique administrative measures to prohibit unfair practices in export trade.

Under the Export-Import Transactions Law, an Export Trade Control Order (Cabinet Order 378, 1949) was issued permitting the Government to designate commodities that are patented or trademarked abroad by foreign nationals. The Ministry of International Trade and Industry may prevent exports of Japanese products likely to infringe patents or trademarks of commodities so designated, in the countries of destination.

The Government has also encouraged local industries to establish national Design Centers to handle activities in promoting new industrial designs and in preventing exports of products likely to incorporate foreign-owned registered designs. Those in existence are the Textile Color Design Center, the Pottery Design Center, the Export General Merchandise Center (sometimes called the Sundry Goods Design Center) and the Machinery Design Center. Under an Export Commodities Design Law certain Centers have been given legal powers to designate specific products that must be validated by the Government before they can be exported. Validation of a designated product is granted only if the Center determines that its design does not imitate a design registered with the Center for such protection.

More information on the above procedures and the protection they provide as well as on other pertinent laws, is contained in the Bureau of International Commerce publication "Patent, Trademark, Industrial Design and Copyright Protection in Japan" (OBR 65-54, July, 1965) which may be purchased through any of the 42 Department of Commerce Field Offices, or the Sales and Distribution Branch, Room 2119, U.S. Dept. of Commerce, Washington, D.C. 20230

Competent counsel a must

It is particularly important for an American businessman interested in doing business in Japan, or concerned about Japanese competition in world markets, to secure as much protection as he can in Japan for his products, technology and other industrial property rights. Competent legal counsel should be retained for advice and assistance on the procedures to be followed in securing such protection.

In Japan, as in most countries, a foreign applicant for patent, trademark, or design rights must appoint an attorney domiciled there to represent him in dealings with the country's Patent Office and in other legal prosecutions. If an American firm or its U.S. legal representative needs assistance in selecting a foreign attorney, lists of such attorneys practicing in these fields in Japan are available free of charge through any of the Commerce Field Offices or the Commercial Intelligence Division (B1C-924), U.S. Dept. of Commerce, Washington, D.C. 20230

The protection that an American businessman can expect to receive against local copying of his product, markings or technology will depend primarily on the patent,

Japan moving up in technology

Japan's economic growth has surpassed that of most other nations in the past fifteen years. During that period, its gross national product has increased at an annual average rate of over 10% in real terms, reaching the equivalent of $147 billion in fiscal 1968 (ending Mar. 31, 1969). The size of its economy is second only to the United States in the free world. Present forecasts by the Japanese Government's Economic Planning Agency project its GNP to about $161 billion in fiscal 1969.

In international trade, the United States continues to be Japan's leading trading partner—last year accounting for about 27% of that country's imports and about 32% of its exports. Total trade turnover between the United States and Japan in 1968 was about $7 billion. U.S. exports to Japan, which amounted to a record $2.95 billion last year, are expected to be well in excess of $3 billion in 1969, further reflecting the strong demand forces that are stimulating the high level of Japanese business activity. Increasing imports by the Japanese are seen not only in raw materials and agricultural products, but also in machinery, chemicals, transportation equipment, scientific, medical, optical and photographic supplies, musical and recording instruments, books and other printed materials, and sporting goods.

Japan has also moved towards greater internal development, as well as importation, of technology. It has made concerted efforts to intensify research and development in areas of technology designed to improve the country's trade and industry, as well as its overall standard of living.

Japan no longer limits royalty payments nor prescribes the length of time for foreign licensing agreements; it is also increasing expenditures for its own research and development. In fiscal 1967, Japan's R and D expenditures totaled $1.68 billion, an increase of 24% over the previous year.

trademark and design protection rights he has acquired for them in Japan.

Also, it is virtually impossible for a businessman to secure administrative relief through the Japanese Ministry of International Trade and Industry, or the Design Centers, in his complaint against copying unless such legal rights on his product in Japan can be ascertained. Legal procedures are established under Japanese laws for relief through infringement, cancellation, or other proceedings.

The U.S. businessman seeking relief through administrative or judicial channels in a complaint involving impairment of his rights should properly do so through his legal representatives in Japan. The U.S. Government is not in a position to undertake or interfere in legal proceedings.

For immediate help

If a U.S. businessman who has no representative in Japan, or who is in need of immediate assistance regarding his complaint, wishes it to be forwarded to proper channels through the U.S. Embassy, such assistance may be provided.

When the Department of Commerce receives such requests for assistance it reviews the details to see that full information is provided on the complainant firm's patent, trademark and design protection position in Japan, as well as in the United States and elsewhere. This information is usually required by the Japanese authorities.

Also of interest is whether the U.S. businessman has sought infringement action against the foreign manufacturer and importers in the United States and elsewhere. Sufficient samples, photographs and other materials should be made available to substantiate the allegations.

If it appears that the information is adequate, the matter will be referred to Tokyo.

It is evident, from figures published by the United International Bureaus for the Protection of Intellectual Property (BIRPI), which administers the Paris Union Convention, that U.S. businessmen are becoming increasingly aware of the need for patent, trademark and industrial design protection in Japan. Latest available figures (as of Dec. 31, 1967) show that in recent years U.S. nationals have originated about one-half of the 23,000-24,000 annual patent applications filed by foreigners and have received about one-half of the 7,000 to 9,000 patents granted each year to foreigners in Japan. U.S. nationals have also accounted for about one-half of the 4,500-4,900 annual trademark applications and 600 design applications filed by foreigners, and of the 3,000-3,200 trademark registrations and 200-250 design registrations granted to foreigners in that country each year.

Further statistics on this subject are indicative of the important role Japan is assuming in the international industrial property rights picture. As of Dec. 31, 1967, there were about 162,000 patents in force in Japan, placing it fifth behind the United States (825,000), France (336,000), Canada (304,000), and the United Kingdom (209,000). Japan had more trademark registrations in force (443,000) than any other country that reported such statistics to BIRPI; the United States followed with 351,000 and Germany with 262,000.

France and Belgium are the more important countries that report no statistics on trademark registrations in force, since the question of a valid trademark therein is not alone determined by the registration.

Japan's design registrations totaled about 72,000, also more than any other country; with the United Kingdom second at 44,000 and the United States third at 32,000.

In 1968, the United States had 839,000 patent, 355,000 trademark and 33,000 design patent registrations in force.

The U.S. Embassy in Tokyo has pointed out that U.S. businessmen may find that important export as well as domestic business opportunities are being lost in Japan by failure to apply for protection of their patent, trademark and design rights in that country. The basic responsibility for acquiring, maintaining and enforcing such rights rests with the businessman and his legal representatives.

Agribusiness experts hold second session

The Agribusiness Industry Advisory Committee, a group jointly sponsored by the Departments of Commerce and Agriculture, will hold its second plenary session in Washington on Oct. 10. Sub-committees on agribusiness communications and export promotion will submit reports.

The Committee's 25-man membership includes firms in agricultural chemicals, agricultural commodities, agricultural finance, tractors and farm machinery, farm supplies, commodity storage and handling equipment, and food processing machinery. The agenda for the meeting provides for a full interchange of ideas between Committee members and Government officials on ways and means of increasing agribusiness exports, which in 1968 amounted to about $7.5 billion.

U.S. remains top supplier of aid to developing economies, but other nations allot higher GNP shares

OECD Development Assistance Committee's 16 member nations neared aid goal of 1% of combined national income in '68

The total net flow to less developed countries of financial resources—both official assistance and private capital—from the 17 Members of the OECD Development Assistance Committee (DAC) in 1968 was equal to 0.97% of their combined national incomes.

It amounted to $12.9 billion, a sharp 14% rise over the $11.2 billion in 1967. This figure represents over 95% of all financial and technical assistance received by the less developed countries.

The terms of loans provided by official agencies to developing countries in 1968 softened considerably. Average interest rates fell from 3.8% to 3.3% and maturities rose from 23 to 25 years.

The Development Assistance Committee is one of the specialized committees of the OECD. Participating in the work of the DAC are: Australia, Austria, Belgium, Canada, Denmark, France, Germany, Italy, Japan, the Netherlands, Norway, Portugal, Sweden, Switzerland, the United Kingdom, the United States and the Commission of the European Communities.

Most set records

Most member countries expanded their total volume strongly in 1968. With the exception of Australia, Portugal and the United Kingdom who recorded flows similar to 1967, and Italy, whose flows nevertheless rose sharply, all countries reached all-time highs.

About 44% of 1968 financing flows came from the United States which, despite a failure of its disbursements to rise significantly, remained the major DAC donor. But in relation to its national income or GNP, U.S. flows remain small: 0.79% of national income and 0.65% of GNP. Further, DAC performance averages are heavily influenced by the United States. Total flows as a percentage of GNP were 0.77% in 1968 for DAC members combined. If the United States is omitted from the calculation, this figure rises to 0.91%.

Last year's increase was entirely concentrated on private sector flows. Direct investment rose by $700 million in 1968, much faster than the trend increase in what has often been a very volatile flow, and amounted in total to $2.7 billion. The other main component of private flows, net export credits, also rose by a record $700 million to a new peak of $1.8 billion. A significant contribution to the total was also made by private investment in securities issued by multilateral organizations, resulting from increased access by these organizations in 1968 to DAC members' capital markets.

Official development assistance declined by $200 million in 1968. This fall was almost offset by an increase of $150 million in other official flows. But because of the sharp rise in private flows in 1968, the official sector accounted for only 54% of total official and private flows combined, compared with 62% in 1967, and an average of 65% in earlier years.

The share of grants (including grant-like flows) in total official commitments has been declining over time. This trend accentuated in 1968. A major factor was a fall in the volume of U.S. grants, resulting from the Congressional decision to supply most agricultural commodity aid under P.L.480 in the form of soft loans repayable in dollars, rather than in the currency of the recipient country as hitherto.

- Of every $100 of net financing put at the disposal of developing countries in 1968, about $88 represented public and private flows on a direct, bilateral basis from DAC members; most of the remainder came from disbursements by the multilateral aid agencies, most of whose financing is also derived from DAC members.
- In 1968, net disbursements by multilateral agencies to developing countries at $1.2 billion exceeded $1 billion for the second year running; nevertheless, most assistance to the developing world continued to be channeled bilaterally (90% in 1968).
- Other contributions, accounting for less than 3% of the financing flow in 1968, came mainly from the centrally planned economies of the Soviet Bloc (like the DAC flow figures, these are estimated disbursements: announced commitments by centrally planned economies have been substantially higher).

Financing provided to multilateral organizations by the official and private sectors rose further in 1968, to $1.3 billion ($1.2 billion in 1967), of which more than half consisted of official contributions in the form of grants and capital subscriptions.

Total net flows to developing countries from all sources have risen somewhat more sharply than DAC members' net disbursements over the past seven years. This reflects the fact that the multilateral agencies' activities, fed partly from earlier contributions, have become steadily more important throughout this period.

In July 1965, the DAC recommended that its members "attain and if possible exceed the UNCTAD target of 1% of national income" in the net total financing provided to developing countries. The second UNCTAD (New Delhi 1968) recommended that the target be raised to 1% of gross national product, and urged that this new target be reached as soon as possible. DAC members have associated themselves with the new target, which, on average, means that they must set their sights 25% higher.

1968 upsurge helped

While financing flows through the 1960's have been in the neighborhood of 1% of national income, they have more often been below than above. The upsurge in total flows in 1968 brought the percentage to 0.97%, only $350 million short of 1% of members' combined national income.

For the future, the target of 1% of GNP clearly implies an acceleration of the trend in financing flows. To attain the new target of 1% GNP by 1975, as was suggested by some countries at the UNCTAD meeting, would require an annual increase in total net flows similar to that registered in 1968. But it would utilize only about 2% of the annual increase in incomes now forecast for DAC members in this period.

The most rapidly increasing official programs are also the smallest in size. All six of the countries with the largest official programs (France, Germany, Italy, Japan, the United Kingdom and the United States) have increased the size of their programs over the years, but only Japan, and more recently Germany, have recorded increases that are both sharp and sustained.

Photographic devices for science, industry will be featured at Milan Trade Center

Germany, Japan offer competition; U.S. manufacturers had 22% of Italy's $25 million photographic market in 1968

The U.S. Department of Commerce will assist American manufacturers of photographic equipment for scientific and industrial uses to enlarge their share of a growing Italian market which reached $25 million in imports last year. An exhibition is scheduled Feb. 10-14 at the Milan Trade Center.

Sponsored by the Bureau of International Commerce, this event will be the first Government-sponsored European exhibition in its field for more than two years.

Despite competition from German and Japanese companies, U.S. makers of high-quality specialized and technical cameras, projectors and other photo supplies should increase last year's 22% share of this market. The 1968 performance is credited in part to Italian respect for American technology and for the precision and durability of American products.

A Commerce market survey indicates that an aggressive, well-planned sales program is vital to promote U.S. photographic products in the face of this competition.

The research also shows that large investments in sophisticated photographic products are being made by the Italian metal-working, printing and movie industries, hospitals and medical agencies and scientific institutions. Italy's production and technology in these areas still lag behind that of the U.S. and other countries.

A substantial part of the $600 million the government allotted in its most recent 5-year plan for national health has been earmarked for advanced X-ray and clinical photography equipment. Also, planned modernization of the government's radio and television network facilities has created new needs, especially for high-speed motion picture and TV cameras and automatic color film processing equipment.

Best sales prospects, according to the research, are for automatic electronic photo labs; instantaneous photography systems and equipment; photogrammetry instruments and equipment; instruments used in aerial photography, including land-surveying, topography, and telemetering systems; film processing equipment and accessories.

Also, high-speed industrial, scientific and research cameras; professional and high-speed motion picture cameras, 35mm and 16mm; machines and enlargers for making negatives, slides, and for reproduction of slides; zoom and power-zoom lenses for still and motion picture cameras and photocolor automation equipment are in demand.

Mini-printers for laboratories; photographic color analyzers and film color meters; microtechnical cameras; view field cameras; quartz lamps for motion picture cameras and projectors; and continuous and arco-xenon flash units and flash equipment show good export potential.

U.S. makers of specialized photographic equipment have found buyers around the world by taking part in Commerce Department overseas commercial exhibitions of their products. Six such exhibitions have been staged in the last five years in the U.S. Trade Centers in Frankfurt, London, Milan, Stockholm and Tokyo.

At an exhibition in the Tokyo Trade Center last February, 29 exhibitors reported floor sales of $137,000 and forecast additional sales of $1.4 million within a year.

Five earlier exhibitions in the European Trade Centers brought $2.9 million in first-year sales for 153 exhibitors. The exhibitors also signed 37 agents to handle their business on a long-term basis.

A full-scale market development campaign will be staged prior to February's exhibition in Milan to assure U.S. firms of a large attendance of buyers from government and industry as well as prospective agents and distributors.

Manufacturers of photographic equipment for scientific and industrial uses who are interested in the Milan show may obtain the exhibitors' export market guide IMIS-71 prepared for this exhibition and additional information from the U.S. Department of Commerce (BIC 944), Washington, D.C. 20230 (202-967-3968), or any Commerce Department Field Office.

TRAMAG scheduled in fall for Italian fair grounds

The Seventh International Exhibition of Mechanical Handling, Storage and Maintenance (TRAMAG) is scheduled for Padua, Italy, Oct. 8-12 at the fair grounds.

This exhibition is Italy's only display devoted solely to internal transportation, warehousing and maintenance. Lifting equipment, trolleys, tractors, cranes, conveyor belts, trailers and adapted mechanical handling equipment will be shown in one section of the exhibition, while pallets, containers, automated warehousing, production control and stock management will be featured in the storage exhibit area. In the plant maintenance division, controls and upkeep of plants and transports, industrial apparatus, instruments, equipment, lubricants, paints and anti-corrosive finishes will be displayed .

Working demonstrations will include mechanical, electrical, pneumatic and hydraulic components of handling and storage equipment. Studies of pallets in relation to unit cargoes, the evolution of internal transportation, stock management and automatic warehousing will be made.

Three competitions are also scheduled to take place: a national competition for truck operators, an international meeting for teams of truck operators and a national competition for crane operators.

Electronics trade exhibition scheduled in Switzerland

INEL '71, the next biennial International Exhibition of Industrial Electronics, will be staged Mar. 9-13, 1971 at the Mustermesse exhibit grounds in Basel.

INEL '69, which was attended primarily by Swiss buyers, is showing an increase in attendance from French, Scandinavian and German buyers and was visited by 38,500 buyers. U.S. companies will reportedly find the next exhibition a good testing ground for the Swiss and surrounding market area.

Visitors to this spring's Mar. 4-8 show saw displays by almost 500 manufacturers, including several U.S. firms which displayed sophisticated electronics equipment, advanced components, measuring and process control equipment and devices, integrated circuits and data processing and peripheral equipment. Production equipment for the electronics industry was featured this year for the first time.

Write: INEL '71, Swiss Industries Fair, 4000 Basel 21, Switzerland.

Ninth Far Eastern America Weeks promotion planned

U.S. space achievement exhibit will support Bangkok effort

The Commerce Department's ninth America Weeks promotion in the Far East is scheduled for Bangkok next Jan. 31-Feb. 15. The Central Department Store will sponsor the promotion.

Central has chosen America's achievements in space exploration as its promotional theme which will be Commerce supported with various space exhibits. These will highlight the recent Apollo-11 moon landing flight, the communications satellite program and consumer by-products resulting from current space program research.

Other exhibits will include artifacts from actual Gemini series space flights borrowed from the Smithsonian Institution, an exhibit depicting the Gemini program and a photographic review of the manned space flight program from its beginning to the Apollo-11 flight.

In cooperation with Dayton's Department Store of Minneapolis, Commerce will arrange for John B. Gantert of Dayton's to provide sales display advice to Central for the promotion.

Central plans a sizable purchase of U.S.-made merchandise for its America Weeks. Store buyers have spent September in the U.S. purchasing goods for the promotion.

This promotion is being held to coincide with the celebration of the lunar new year which is widely observed in the Orient and will fall on February 5.

U.S. manufacturers may participate in exhibition at Rome next March

More than one million people annually visit the two-week Rassegna International Exhibition of Electronics, Nuclear Energy, Television, Radio and Cinematography which is held in Rome. The 1970 exhibition will occur Mar. 7-22 in the Palazzo dei Congressi.

The exhibition, which will be the 17th such show, is sponsored by the Italian Ministry of Foreign Affairs with the Industry and Commerce Ministries. Several other government offices are also collaborating in this event.

The program will include a scientific meeting on space, a nuclear congress, an international scientific electronics meeting, a congress on export problems, a technological exhibit and general exhibition of space, nuclear, electronic and cinematographic equipment, accessories and materials.

The exhibitions audience is composed of trade representatives, the public, students, government officials, industrialists and scientists.

Write: Dr. Evandro Benvenuti, Secretary, Via Crescenzio 9, Rome, Italy.

EQUIP 'MAG, tours planned for France

More than 400 companies expected to exhibit at show

U.S. businessmen are invited to attend EQUIP 'MAG, the International Shopfitting and Trade Equipment Exhibition at the Palais des Expositions in Paris Oct. 11-20.

Approximately 400 exhibitors, including representatives from the U.S. will participate from 12 nations, showing complete lines of equipment and services needed by retailers. Items will include furniture, refrigeration equipment, standard and non-standard consumer goods display equipment, mobile equipment, store lighting devices and materials for store decoration and animation.

Two special events will be held in conjunction with EQUIP 'MAG. The sign and lighting exhibition which is held biennially will feature new light sources and controls and new concepts in lighting design. The French and European Sign and Illuminated Advertising Federations are sponsoring this event.

The Objective Display will be the theme of the second event in which more than 30 artists will exhibit ideas on store displays. Six experimental shops will also be set up by manufacturers of various articles.

The French Retail Trade and Distribution Study Center is organizing two informational trips to coincide with EQUIP 'MAG; one will tour stores in Nantes, Lyons and Paris, and the second will visit several stores in Paris.

U.S. representatives wishing to visit EQUIP 'MAG should contact French Trade Shows, 1350 Ave. of the Americas, New York, N.Y. 10019, or call 212-582-4960.

U.S. companies are eligible for German handicraft fair

U.S. manufacturers are invited to participate in the 22nd International Small Enterprise Handicrafts Fair to be held in Munich, Germany Mar. 13-22, 1970.

Held annually, the show attracted 3,017 international exhibitors to the Apr. 11-20 event. Attendance reached 360,000 with approximately 60% classified as trade representatives.

Handicraft exhibitors as well as firms displaying metal processing machinery, electric office equipment, automobile garage equipment for repair and items for meat and bakery shops showed good profits.

U.S. firms interested in the March fair should **write:** Gerald G. Kallman Associates, 30 Journal Sq., Jersey City, N.J. 07306.

Italian boating show invites U.S. manufacturers

Small and medium sized pleasure craft are expected to attract the most attention at the 10th International Boat Show in Genoa, Italy Jan. 31-Feb. 9, 1970.

This annual event was held last Feb. 1-9 and attracted 620 exhibitors including 192 from foreign nations. The U.S. was represented by 54 companies, more than any other foreign nation at the show. Both the number of exhibitors and the recorded sales figures set show records.

U.S. manufacturers of boats ranging from sail to motor and paddle, inboard and outboard motors and general boating accessories are eligible to enter this trade and public viewing of boats.

Write: Fiera Internazionale di Genoa, Pizzale Kennedy, Genoa, Italy.

Bogota international fair open to U.S. participation

U.S. companies are invited to participate in the Eighth International Fair in Bogota, Colombia, July 10-26, either directly or through South American representatives.

Some of the most promising areas open for U.S. competition are earth moving machinery, extracting equipment for mining, harvesting machinery, ball bearings, generators, motors, graphite electrodes, agricultural tractors and work trucks. The deadline for applying for space is set at Oct. 31.

U.S. firms interested in this international trade fair should **write:** General Corp. de Ferias y Exposiciones, S.A. Carrera 40, Bogota, D.E. Colombia.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: A consortium of U.S. banks is participating in an offering by the Government of **Argentina** of a Eurodollar bond issue equivalent to $50 million. Proceeds will be assigned to Argentina's National Investment Fund for the financing of public works. . . . Other news from **Argentina** includes an announcement that Aerolineas Argentinas will begin Beoing 737 jet service on its main domestic routes this year. Boeing will train 60 Argentine pilots and four flight instructors as well as maintenance and auxiliary personnel for the six aircraft. . . . **France** recently removed quantitative restrictions on the importation from the United States of helicopters and light aircraft up to 15 metric tons, empty weight, and spare parts for aircraft of all kinds. . . . A U.S. company plans to build a hotel in **Germany** and two firms from that country have established subsidiaries in the United States. The Sheraton Corporation of America has announced plans for the construction of a two-storied hotel at the airport in Cologne. The hotel, which will have more than 200 rooms, is expected to cost about $4 million. It will be the second Sheraton Hotel in Germany, the other being in Munich. Industriewerke Karlsruhe A.G. (IWK), of Karlsruhe, has opened a sales subsidiary in Milwaukee, the American Schaerer Corp. The new company is to sell the parent company's turning lathes and machine tools in the United States and Canada. Kloeckner Ferromatic G.m.b.H., Castrop-Rauxel, and the National Mines Service Co., of Pittsburgh, have jointly set up a subsidiary in Pittsburgh. The new company, the NMS Long Wall Co., is to sell hydraulic support frames, in particular the self advancing roof supports developed by Kloeckner for the coal mining industry, in the American market.

Good crop sets Thai pace

Favorable weather helps farm output after late start; U.S. share of market rises to 19%

A good crop year is setting the pace for general economic expansion in Thailand. The semi-annual Economic Trends Report from the U.S. Embassy in Bangkok states that the country's gross national product is expected to grow at a rate of about 7 to 9% in real terms during 1969.

The United States increased its share of the growing Thai import market to 19% in 1968, slightly higher than the 16-17% held in the past few years. Most of the change resulted from a greater demand for manufactured products, especially machinery for the construction and mining industry, but part was due to greater shipments of tobacco and cotton.

Total Thai civilian imports were over $1 billion in both 1967 and 1968, and the rising trend continued through the first quarter of 1969. Detailed commodity and country breakdowns are not yet available, but it is probable that the U.S. share of the market has continued to increase at a slightly greater rate than total imports. (All trade data exclude duty free U.S. military imports.)

The importance of agriculture in the Thai economy and the government's interest in promoting it and rural development generally, and Thailand's potential as a crop and livestock producer, make the agricultural sector one of potential interest to investors and exporters of farm equipment and materials. The Government is particularly interested in attracting industries which would stimulate production and processing of agricultural commodities, create employment opportunities in rural areas, and provide additional (or improve existing) exportable items.

There now exist good opportunities for the sale of equipment geared to the needs of small farmers, and it seems inevitable that these opportunities will grow. Success in this market, however, in most instances will require promotional efforts and development of credit sources which will make it possible for the farmers to buy.

While no other city in Thailand can compare with Bangkok in size and prosperity, the public and private sectors in upcountry centers are becoming more active. Municipal development is beginning, including water, sewage and power systems. Businessmen and consumers do have funds available and are interested in American products.

Air conditioners and simple office machines such as calculators and offset duplicators have sold well during Trade Center sponsored touring exhibitions. Pumps, small agricultural equipment and power tools also have good prospects. Most upcountry dealers still obtain their products through importers in Bangkok, and American exporters should ensure that their agents actively cultivate the provincial market. A very few upcountry businessmen now are beginning to feel that their sales volume is sufficient to justify importing directly. However, for at least the next few years most American suppliers will prefer to work through Bangkok representatives.

Longer range, but major, prospects include port expansion, a nuclear power plant, airport improvements and telephone network expansion, as well as urban planning and traffic studies for the city of Bangkok.

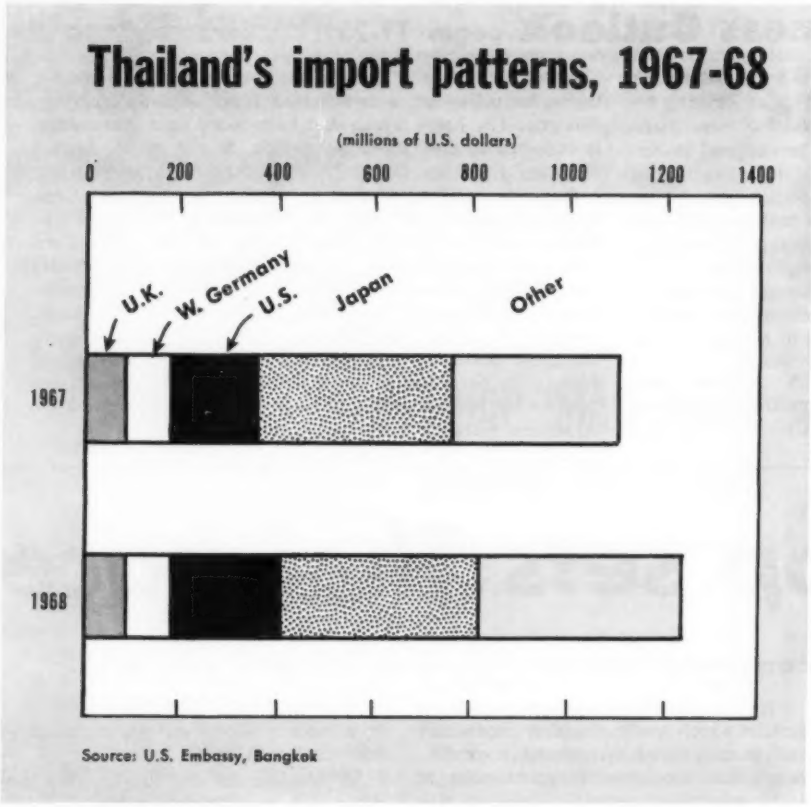
Credit terms are an important factor in ensuring that American products can compete with those offered by other countries —especially Japan. The most effective financial assistance is usually arranged directly by the supplier, but the Bangkok Bank has a relending credit from the Export-Import Bank to assist purchasers of American industrial and agricultural equipment.

Later than usual commencement of the

Market study on hand

The new International Marketing Information Service includes an Exhibitor's Export Market Guide on Water, Sewage and Draining Equipment in Thailand (IMIS 69-62).

IMIS reports are available for ten cents apiece from the Sales and Distribution Branch, Room 2119, U.S. Dept. of Commerce, Washington, D.C. 20230, or from any of the Department's 42 field offices.



rainy season resulted in Thailand's farmers generally getting off to a slow start in their 1969 plantings. Since the monsoon season started, however, rain has been plentiful throughout the country and the approximately one month delay does not seem to have significantly impaired over-all crop production prospects.

Agricultural production in 1968, although substantially higher than in 1967, was short of the record output in 1966. Assuming no unforeseen developments such as an early cessation of the rains and consequent deterioration of the current favorable soil moisture conditions, Thailand seems pointed toward another very good crop year.

Although no official estimates have yet been made, early forecasts (admittedly highly tentative) envisage crops of around 14 million metric tons of paddy and 1.5 million tons of corn. If realized, this would set a new record of production in the case of each. Kenaf and jute production is also expected to be high this year, reaching 400,000 tons as opposed to 250,000 tons in 1968. Production of these commodities could be expanded to much higher levels, as shown in 1966 when 670,000 tons was produced. Production of cassava root is predicted to be around 2.2 million tons, down slightly from 1968.

Although growth in other sectors of the economy is slowly easing Thailand's reliance on agriculture, agricultural production will continue to be a major factor in the economy and farm commodities will continue to comprise the vast bulk of exports for the foreseeable future. This is recognized by the Government which, together with private enterprise, is continuing its efforts to assist and encourage Thai farmers to employ improved technology, equipment and materials in order to increase yields, improve quality and enable products to be marketed more advantageously and efficiently.

Some progress is being made in that direction, as well as in diversification of farm production. However, use of high yielding seeds has not yet become widespread and inputs of chemical fertilizer, although increasing, are still very low compared to those of farmers in other Asian as well as Western countries. A change in this situation seems to be only a matter of time, and when the change comes it could mean spectacular increases in Thailand's agricultural output within a period of relatively few years.

As yet, Thailand has little in the way of a livestock industry in the modern concept of the word. However, certain government restrictions on meat processing were lifted last year and prospects for development in this field are brighter. Production of corn and other feeds are among the factors favoring the development of livestock production and both the Government and private enterprise are demonstrating increased interest in bringing this about.

The International Rubber Study Group (IRSG) has made a preliminary 1969 estimate of Thai natural rubber production of 266,000 tons, up slightly from 1968's 257,000 tons. Thai Government rubber experts, however, are estimating a slight decline to 255,000 tons. The IRSG estimate is probably more correct as racial disturbances in Malaysia have increased demand for Thai rubber and the current high world rubber price has encouraged planters to market all rubber possible.

A fourth tire manufacturing plant now under construction (Goodyear) and an expansion of the Firestone plant will add to the country's ability to meet its growing demand for tires and to process domestically a higher percentage of its rubber production.

Export earnings uncertain

Thailand's heavy reliance upon agricultural commodities for foreign exchange faces it with some difficult and challenging marketing problems similar to those with which the United States and other agricultural surplus producing countries are very familiar.

Rice has been and continues to be by far Thailand's largest foreign exchange earner, typically accounting for about 30% of such income. For various reasons, including the world demand and supply situation and the below normal quality of its 1968/69 rice crop, Thailand's export sales of rice for the past several months have been disappointingly low. In the first 6 months of the year, rice exports stood at 460,000, the lowest volume for that period in 15 years. Prospects of even sharper competition in the immediate future in obtaining and maintaining export markets is a matter of real concern to Thai officials. Even if exports reach last year's level of one million tons, the lower prices should reduce their total value.

The bulk of Thailand's corn is exported, making it fourth in Thailand's list of export earners. Japan and the Republic of China are its two best corn customers and although sales to the former were slowed during the past eight months because of a pricing dispute, a new corn agreement has just been concluded which guaran-

tees Japanese purchases of 540,000 tons for the next crop year. A delegation from the Republic of China visited Thailand late in August to finalize a purchasing agreement. These two developments should accelerate Thai corn exports for the rest of the year, although probably not sufficiently to bring the total to the 1968 level of 1.48 million tons.

Export sales of jute and kenaf, which grow well in Thailand, also have been slow, as a result of inferior quality in some instances and competition stemming from increased use of man-made fibers in manufacture of gunny bags. Proposals have been made for an improvement of the grading practices of Thai agencies which might help to solve most of the problem regarding quality. Large crops are expected in India and Pakistan, two of the best markets for Thai kenaf, so prospects for the year as a whole are uncertain.

Tapioca also has been rather slow moving on the export market during the past year with a consequent easing of price and lessening of farmer interest in producing the crop. Exports are expected to be 10% below 1968, i.e., about 2.1 million tons.

Stimulated by the improved level of world prices for natural rubber, currently the highest in about seven years, exports during the first four months of 1969 totaled $43 million compared to $29 million during the comparable period a year ago. If exports continue at this rate, which is to be expected under present circumstances, foreign exchange earnings from this commodity should exceed last year's.

Although the actual value and volume of tin exports in the first 5 months of 1969 had fallen off slightly from 1968, the world market situation is favorable. Thus it is expected that the volume of exports for the year as a whole will be almost as high as in 1968, around 23,000 tons, while the value of the exports, which may increase to something like $78 million as a result of higher prices, will exceed that of the previous year. Exports were 24,000 tons in 1968, worth $77 million.

Calculations earlier this year showed total exports expanding faster than imports with the trade balance not being so unfavorable as in 1968 when Thailand had a deficit of $529 million. Later developments, especially the low rice exports, make the calculations appear to be too optimistic and the outcome for the year may not be better than before.

Tourism rose from 7th place in 1965 to 5th place in 1969 as an earner of foreign exchange for Thailand. In the first 6 months of 1969, 25% more visitors arrived than in the equivalent period the previous year. The Tourist Organization of Thailand has projected spending by this flood of visitors for the entire year to be close to $70 million as opposed to $61 million in 1968. Actual results may be even better. The great potential of this sector would be enhanced by improved customs procedures.

Land arrangements should precede investment

American businessmen considering investment in Thailand involving the use of land should ensure that definite arrangements are made regarding the land before making firm investment commitments.

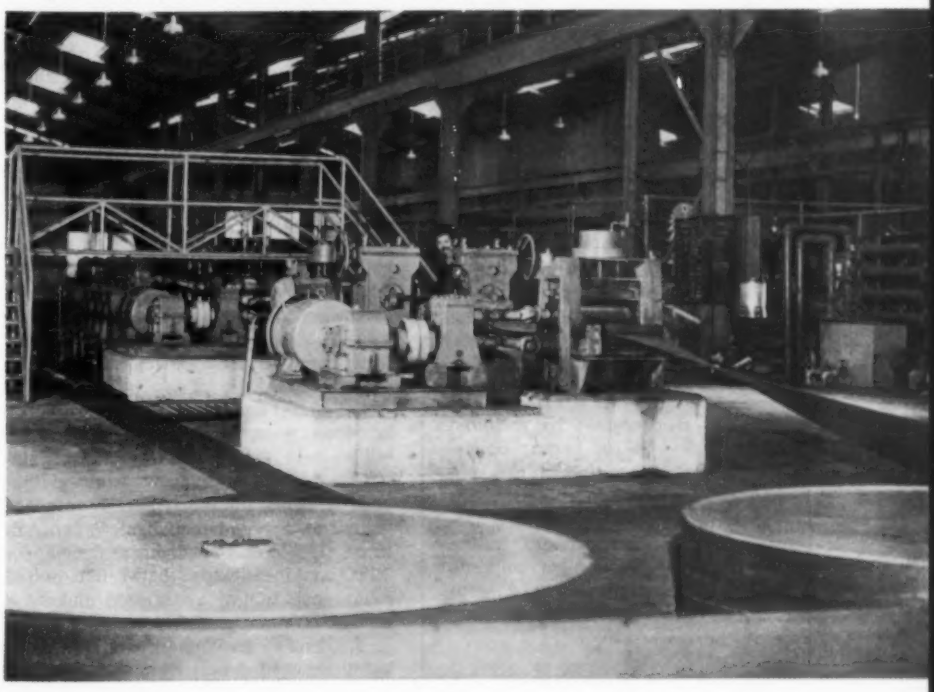
Thai law states that aliens can acquire land only by virtue of the provisions of a treaty giving the right to own immovable property. Although a Treaty of Amity and Economic Relations is in force between the United States and Thailand, it does not specify the right of land purchase, and Thai authorities are not currently approving applications by American firms or individuals to buy land. Firms accorded promoted industry status by the Thai Government, however, may be allowed to acquire land pursuant to specific arrangements negotiated and agreed upon with the Government. Such arrangements are made on a case-by-case basis.

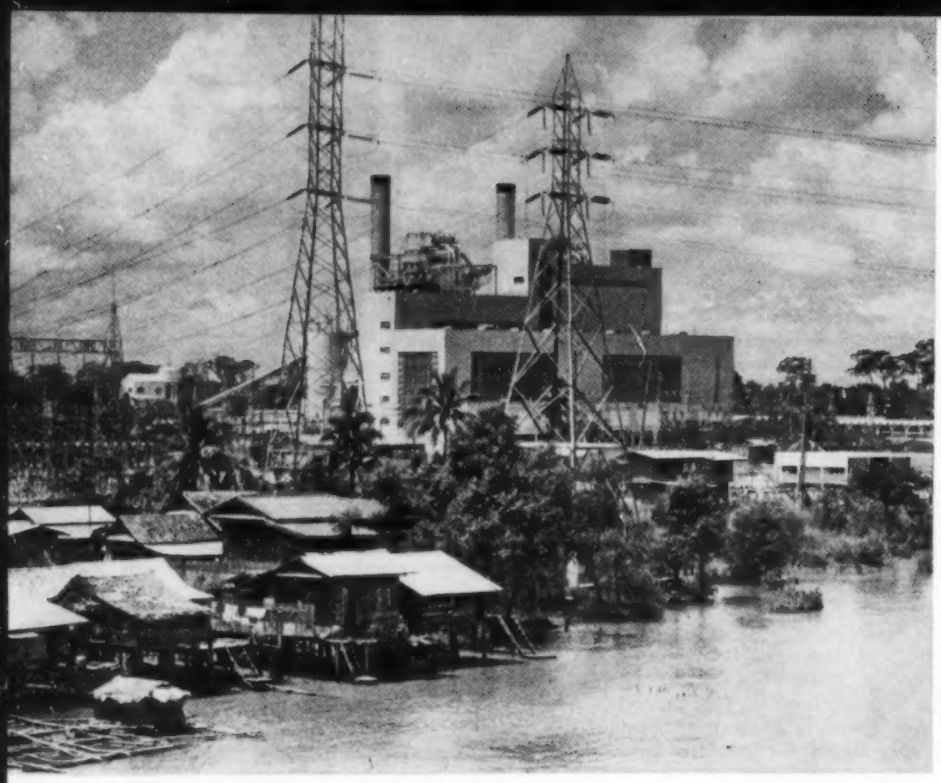
The Treaty of Amity and Economic Relations does provide for leasing of land in Thailand by Americans, but under current Thai laws maximum length of lease is 30 years, and commitments beyond this period have no legal force.

U.S. investment increases

According to preliminary investigations by the U.S. Embassy in Bangkok, investment in Thailand planned by American firms already located in the country will exceed the amount invested in any previous year, and will show a percentage increase probably exceeding 50%. This could mean investments from the United States of $70 to $80 million. The performance of other major investors, including especially the Japanese, will remain high with the result that total new foreign capital flowing into the country will undoubtedly set a record in 1969. This view is supported by information from the Board of Investment which in-

INDUSTRY IN THAILAND IS RAPIDLY EXPANDING beyond its former close relationship with agriculture and primary production and is moving into new areas, as indicated by this steel rolling mill.





THIS STEAM POWER PLANT provides electricity to northern Bangkok. The steady reduction in power costs is one of the reasons why the flow of new capital into Thailand will reach a record high in 1969.

dicates that it expects to approve more promotion certificates this year than last even though it is becoming ever more selective in its approvals.

Preliminary figures for the first half of 1969 show that, for the first time in recent years, Thailand had an unfavorable balance of payments amounting to $7 million. Gold and foreign exchange holdings stood at $891 million in comparison to $897 million at the end of 1968. If continued to the end of the year, some of the trends mentioned above, for example improved earnings from tourism, rubber and tin plus larger capital inputs from abroad, would tend to ameliorate this development.

Liberal import policy

Thailand continues to maintain a generally liberal import policy. Few of the 25 items which are subject to special import restrictions concern American businessmen. Despite two recent additions to the restricted list—ammonium sulphate and urea fertilizers and used motor vehicles—there has not been a general change in policy.

Certain other trends, however, may more than counter balance the positive effect of these factors and make the overall results by the end of the year even more unfavorable. These include reduced earnings from rice, lower U.S. military expenditures and the continued large imports required to support industrialization and the improving standard of living.

The proposed Thai budget for FY 1970 (beginning Oct. 1, 1969) calls for expenditures of 27.3 billion baht ($1.36 billion), a 14% increase, as compared to a 10% increase the previous year. Continuing pressures from both the defense and economic development sectors won out over conservative fears of a too-rapid expansion of government spending, although even this substantial increase represented a sharp paring of requested allocations.

The official estimate of the Government's non-loan revenues for FY 1970 is 19 billion baht ($950 million). This is undoubtedly a conservative estimate, but even allowing for the typical shortfall of actual, as opposed to budgeted, expenditures, the actual budgetary deficit for 1970 could easily run between 6 and 7 billion baht unless a rumored major tax reform is implemented.

Thailand's developing rural sector is being watched closely by many countries, especially industrialized countries able to supply items which will contribute to its growth and for which demand is increasing as rural incomes rise. Among these is Japan, which is Thailand's largest supplier and customer by a substantial margin and whose position in the Asian area gives it certain advantages including lower shipping costs and closer contacts than the majority of others, including the United States.

Japanese equipment, largely because of considerations of lower price and more liberal payment terms, is simply pricing some U.S. products out of the Thai market. It can be expected to continue to do so unless and until American manufacturers are prepared to take a more active interest in the opportunities existing and emerging.

Mention has been made above of Thailand's great potential to increase production of farm commodities, including rice and corn. The upward trend in the latter has and likely will continue to provide sharp competition for corn sales by the United States. Rice has traditionally been Thailand's principal crop. Prospects of shrinking export demand as the economies of countries such as Indonesia and Vietnam return to normal, and use of improved varieties making traditional customers for Thai rice more self-sufficient are troublesome to Thai economic planners.

However, Thailand can and probably will be a strong competitor for world rice markets. Rice heads its list of export earners. Thailand must export, and it will export, adjusting its rice premium as necessary to make this possible.

Sophisticated market

The Bangkok market is now beginning to demand increasingly sophisticated equipment. For example, only about 25 computers are now in use, but research conducted in conjunction with a recent Trade Center show reveals that about 100 firms and organizations plan to acquire computers.

A growing number of foreign and upper income Thai consumers are interested in sporting goods, and personal and home fashion items. This advanced segment of the market is still relatively small but is worth cultivating in order to establish buying patterns which could prevail later when the market will be larger.

Morocco gains continue

Overall outlook remains good, although last year's strong growth won't be repeated

While the Moroccan economy this year cannot be expected to repeat the rapid growth rate of 1968 because harvests are generally poorer, the prospects for meeting the investment targets of the Five Year Economic Development Plan (1968-72) and an overall average annual growth rate of 4.3% for the period appear to be good. According to the Economic Trends Report from the U.S. Embassy in Rabat, the Moroccan monetary authorities are pursuing a flexible monetary policy and the Government appears determined to maintain the present value of the dirham despite French devaluation.

Morocco's balance of payments situation has improved considerably during the last six months; substantial increases in exports of olive oil, fresh vegetables and fruits have more than offset drops in citrus, fish and mineral exports. The association of Morocco with the European Common Market should open additional outlets for Moroccan exports.

French exports to Morocco are rising, stimulated by the financing provisions of recently-signed agreements restoring French aid to Morocco. American exports, especially of capital equipment, may as a result run into growing competition from French suppliers.

Foreign investors sought

While the primary emphasis of economic development continues to be on agriculture and tourism, the Moroccan Government is encouraging industrial growth especially in industries geared to export and to import substitution. Foreign investments are eagerly sought and special inducements are offered for the priority areas of agriculture and tourism. The most promising sales opportunities for American exporters lie in products linked to these sectors.

In 1968, the United States was the second most important source of imports to Morocco, supplying 13.6% of the total. However, of the approximately $75 million worth of imports from the United States, $42 million was comprised of wheat and wheat flour primarily financed by PL-480. With Morocco now in a position to fulfill her own grain requirements, the U.S. share of the market will undoubtedly decline considerably.

The priority given to investment in agriculture suggests that American exporters will find increased sales of chemicals and machinery to this sector, particularly where financing is provided by AID loans. An AID Agricultural Loan signed in July provides for financing of $5 million worth of goods required for capital development of agricultural land and for the preservation and marketing of foodstuffs (irrigation equipment, tinplate, food packing machinery, tractors and other farm machinery, refrigeration installations, milk treatment plants and poultry incubators) as well as for seeds, livestock, insecticides and fertilizers.

American exports of heavy construction and mining equipment, chemicals, special paints and anti-corrosives, electronic equipment, metering and measuring instruments and engineering and technical services should continue to be competitive. A number of American firms have been engaged to do feasibility studies, particularly on agro-industrial enterprises and on regional development projects, and it is likely that Moroccan needs for such services will grow.

Morocco will have to invest in machine shops, tool making and automotive repair equipment to support industrial development and the growing mechanization of agriculture. At present the growth of this sector is handicapped by a lack of skilled workers but training programs to remedy this problem are under way. The future market for equipment of this sort is promising.

Finally, Morocco has become a popular site for foreign motion picture makers, and at the same time the domestic industry is growing. Television is expanding and will be given a further boost when the telecommunications satellite station goes into operation next year. The needs of both forecast a growing demand for professional photographic equipment, lighting devices, and film processing material.

For the foreseeable future, because of constricted domestic purchasing power and traditional orientation toward European goods, U.S. consumer goods, such as processed foods, clothing and housewares, will find a very limited outlet in Morocco. This market undoubtedly will continue to be dominated by European exports.

Incentives offered

Morocco pursues its policy of actively encouraging foreign investment and special incentives are offered to attract investments which will contribute to priority sectors of economic development. Incentives can take the form of exoneration from customs duties of plant equipment and of parts to be assembled in Morocco, reduction in various taxes, and direct government subsidies. The law provides for guarantee of retransfer in convertible currency of proceeds from total or partial liquidation of investments, and export of investment profits. Industries geared to production of goods for domestic consumption which will enable Morocco to economize on the expenditure of hard currency, and industries producing export goods are favored.

U.S. Government loans in local currency (Cooley loans), administered by AID, also are available to qualified U.S. firms or individual American citizens to develop industries or other businesses in Morocco. These funds may be used for plant expansion, equipment, land acquisition and other normal costs of operation.

As a result of Morocco's association with the European Economic Community, Moroccan industrial goods benefit from duty and quota-free entry into Com-

New industries' potential

American exporters should explore the opportunities which will open in the wake of new industries, regional development schemes and the growth of tourism in Morocco. Air conditioning, heating, and kitchen installations, locks and other hardware fixtures and office equipment will be needed for the new hotels which are going up. New construction materials and prefabricated sections are of interest not only to the hotel industry, but to the planners who are working on urban and rural redevelopment projects. Low-cost materials for buildings to serve as dwellings, schools, cinemas, hospitals and recreation centers, and construction materials suitable for these purposes might well have an untapped market in Morocco.

mon Market countries. This concession is expected to stimulate investment in new industries and utilization to full capacity of existing ones. In this connection, it is recommended that potential U.S. investors look into the possibilities offered by the Industrial and Commercial Free Zones in Tangier. The Industrial Zone is still being developed and the rules governing its operation have not yet been published, but the conditions are expected to be of interest to export-oriented firms.

In the non-industrial sector, tourism and agriculture are the two priority sectors which offer the best investment opportunities. In contrast, the search for new mineral resources has so far proved disappointing, and a number of "finds" have not lived up to their original promise. Prospective investors in this sector are advised to study mining ventures very carefully, and to get thorough evaluations of the quality and extent of deposits before committing themselves.

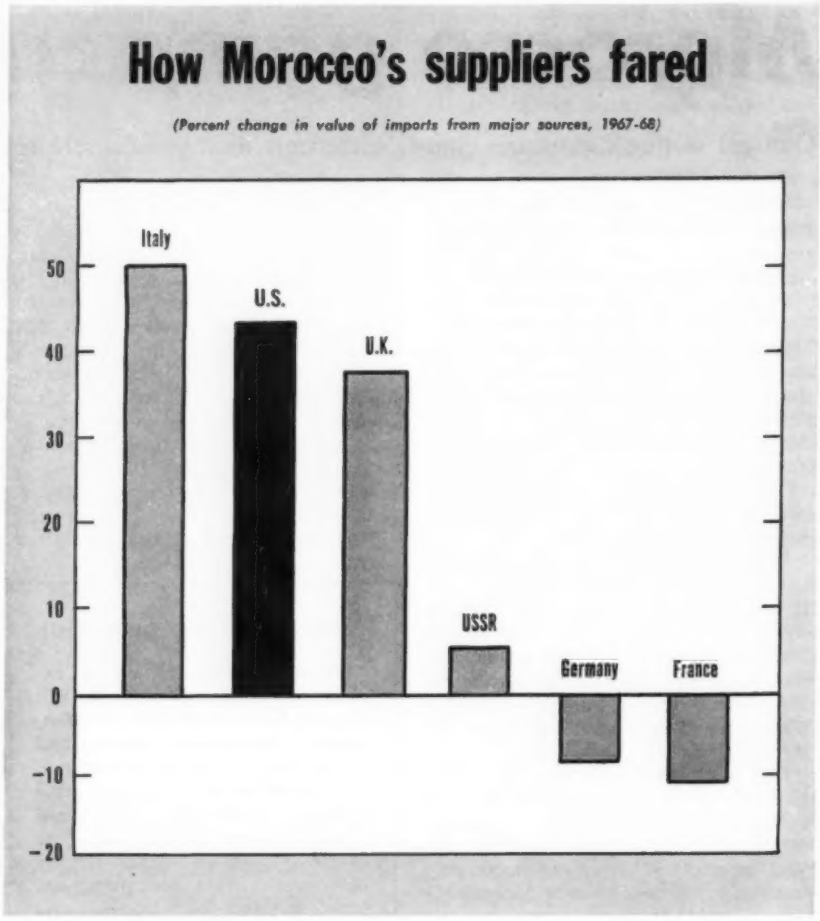
Weather still crucial

The Moroccan economy remains highly susceptible to the weather. The bad drought in 1966 was followed by a partial recovery in 1967 and then by bumper crops in 1968. As a result of the excellent harvests in 1968, gross domestic production rose by 13%. In 1969 agricultural and mineral production have fallen off and it now seems likely that the GDP for the year will decline.

Although the 1969 harvest probably will not match earlier very optimistic predictions because of the adverse effects of unusually heavy and prolonged rains, still, this agricultural year promises to be a fairly good one. The grain harvest is expected to be about 30% lower than in 1968, but, in view of the large stocks on hand from the previous crop, substantial imports of grain will not be required in 1969. There has been some speculation that new imports of wheat will be required beginning in February 1970. Last year's support prices for grain will be maintained.

Excessive rain and a cooler-than-average spring also has been responsible for a fall-off in tomato and potato production. Sugar beets were seriously damaged in the Gharb (northwestern Morocco) and one sugar mill was obliged to close down for the season for lack of supply. However, this loss was somewhat recouped in the Tadla area (central Morocco) where the crop was not affected and where enough beets were produced to support a second sugar mill which began operation in June.

Morocco continues to give highest priority to agricultural development. In July the Agricultural Investment Code, an aggregate of laws setting forth the conditions under which agricultural land is to be cultivated became law. The Code includes measures designed to bring currently unused or abandoned land into cultivation and to prevent the parcelization of land into uneconomic units.



On the industrial front, the situation and prospects are mixed. The industrial production index has risen steadily from a base of 100 in 1958 to 148 in 1968. However, the growth has been uneven, with textiles, chemicals, construction materials, sugar mills and the automotive assembly industries accounting for the greatest increases. Hardware (nuts, bolts, and similar items) has shown important growth recently.

Production capacity in textiles, which account for 25% of total industrial turnover, has grown rapidly and in fact the industry is overequipped for the needs of the existing market. Two years ago it was in serious trouble because of competition from cheap imported textiles and low domestic consumption brought on by two years of drought. Textiles were one of the first to benefit from the economic recovery in 1968, but are once again reportedly in difficulties because of reduced exports to Algeria, higher production costs as prices of imported synthetic yarns rise, and lower consumer demand. The unutilized capacity of spinning and weaving plants currently is running at 25 and 38%, respectively.

The phosphates-based chemical complex in Safi has been producing at about 65% of capacity, despite the 80% increase in exports of superphosphates between 1966 and 1968. This industry has suffered from technical problems at the production end as well as strong foreign competition on the export market and a feeble domestic market.

Mining is in a particularly depressed state. There have been no significant new discoveries of oil, gas, copper, zinc, manganese or cobalt, and known deposits are rapidly being depleted. There has been a 7.6% drop in phosphates extraction in

the first five months of 1969 as compared with the same period of 1968, attributed in part to the hampering effects of rain. Heavy investments are being made in phosphate mining equipment, however, and the second half of the year may well show improvement as the new material goes into action. A similar recovery is not predicted for the other mining operations.

In contrast, tourism is booming. A total of 588,000 tourists visited Morocco in 1968, 107,000 of them cruise passengers on one-day excursions. This was a 14.2% increase over the 1967 total. All indications are that 1969 is bringing a record influx of tourists and that the target of 760,000 tourists set by the Five Year Plan may even be achieved. The emphasis on mass tourism continues.

Hotel investment accounts for an important part of private investment, often in association with the Caisse de Depot et de Gestion, a Government entity. In the first six months of 1969 alone, three new hotels were opened, and cornerstones were laid for ten more which are scheduled to open within the next twelve to eighteen months.

Business is brisk, but . . .

Business activity continues to be fairly brisk but urban unemployment and rural underemployment remain at a high level. The price index (based on the cost of living of a working class family in Casablanca) reveals only a slight rise during the past year, but it is generally agreed that non-controlled prices have risen rapidly.

As an anti-inflationary measure, the monetary authorities tightened credit restrictions in March. Commercial banks were required to increase their investments in Treasury bills from 25% to 30% of total deposits and to maintain a liquidity ratio of 50%. Despite the restraints on credit, the money supply increased by 21.7% in the year ending May 31, a substantially faster rate than the growth in GDP.

In recent years the Government has had a growing budget deficit which has been financed to a large extent by foreign assistance and borrowing from the Central Bank. The Government is maintaining a strict control on current expenditures and is directing an increasing amount of domestic saving into public investment. In order to reduce the need for recourse to the Central Bank and in order to increase Government saving, tax rates were raised in January. To achieve the investment targets of its Five Year Plan (1968-72) Morocco will also need a continuing high level of foreign capital inflow. Prospects for obtaining this aid appear excellent.

What sells in Morocco

The first publication in the recently-introduced International Marketing Information Series was a *Country Market Digest* (IMIS 69-1) covering the ten specific products with top sales prospects in Morocco.

IMIS reports are available for ten cents apiece from the Sales and Distribution Branch, Room 2119, U.S. Dept. of Commerce, Washington, D.C. 20230, or from any of the Commerce Department's 42 field offices.

Following the devaluation of the French franc in August, the Moroccan Minister of Finance announced that there was no need at this time for the Moroccan dirham to be devalued. Morocco will tend to benefit from the French devaluation by the lower cost of imports from France, the principal source of Moroccan imports, and the lower cost in dirhams of servicing its substantial debt to France. Exports to France should continue to be competitive.

There was a marked improvement in the Moroccan balance of payments situation during the first half of 1969. Net international reserves grew from $104 million at the end of June 1968 to $148 million at the end of June 1969. Part of this improvement is due to drawings on Morocco's stand-by agreement with the International Monetary Fund. It also reflects the decline in the need to import grain, a heavy drain on foreign exchange reserves in 1966 and 1967.

Exports in 1968 were up 6% over the 1967 total, and the trend so far in 1969 is promising. Exports of olive oil contributed a significant portion of the increase, reflecting the exceptionally good 1968-69 olive harvest. Fresh and dried vegetables, almonds, canned fruit and fruit juice, olives and spices have so far enjoyed excellent markets abroad.

An agreement of association between Morocco and the European Economic Community was signed in March and went into effect Sept. 1. In return for tariff reductions on certain imports of particular interest to the EEC, and for the establishment of subquotas for imports from EEC members of commodities subject to quantitative restrictions, certain Moroccan exports will receive concessions in member states. Moroccan agricultural products, notably citrus, olive oil, processed foods and fish products will benefit from tariff reductions and, depending on the items, reduced or abolished quantitative restrictions. Furthermore, most Moroccan industrial goods will enter the EEC market duty-free and without quota restrictions.

Partly as a result of the liberalization of import restrictions in 1967, imports rose by over 6% in 1968 and it seems likely that this upward trend will continue for the foreseeable future. There has been a rising trend in the import of raw materials, semi-finished products, and industrial and agricultural equipment. In years of drought foodstuffs (primarily grain) as a proportion of total imports have tended to increase markedly. However, it appears that grain production this year will meet domestic requirements.

France has long been the single major source of Moroccan imports, although the French share of the market has tended to decline in recent years. However, new French credits in the amount of $63.8 million have been announced which appear to have brought an upsurge of imports from France. These will be encouraged to an even greater extent by the August French devaluation.

New unit to spur Brazil's aeronautics industry

Under a decree-law of Aug. 19 the Brazilian Government created the Empresa Brasileira de Aeronautica (EMBRAER).

The role of EMBRAER will be to promote development of the Brazilian aeronautics industry, including the manufacture of aircraft, parts, accessories and related equipment as well as training of technicians and other related activities.

It is specifically instructed to execute projects to the maximum extent possible by indirect means, through subcontracts with private industry. One of its first activities will be to assume responsibility for production of the Bandeirante airplane, a nine-passenger, jet-prop bimotor which has been developed and produced almost exclusively by Brazilian industry and technology.

The new company will have an initial capitalization of NCr$50 million ($12.5 million) of which 51% will be subscribed by the Government of Brazil and the remainder will come from ordinary and preferential shares sold to private and institutional investors. It will be supervised by the Minister of Aeronautics and administered by a President, Board of Directors and Executive Directorate, who must be Brazilian citizens.

The company will be located in Sao Jose dos Campos, State of Sao Paulo, which is the site of the Centro Tecnico de Aeronautica Institute and central to Brazilian industry.

Uganda revival expected

Record coffee and cotton crops likely to restore 5% growth rate of 1963-66

The real growth of Uganda's economy, which amounted to more than 5% annually during 1963-66, slowed to about 3% during each of the past two years.

However, the output of cotton and coffee, which together account for three-quarters of Uganda's exports, is rising again after off-years, according to the Economic Trends Report from the U.S. Embassy in Kampala.

There is a notable increase in the production of tea, tobacco and sugar taking place, although their combined production is still a relatively small part of total agricultural output.

The growth in agriculture this year is likely to induce a significant expansion over the entire economy, particularly in those industries processing the main crops.

The United States continues to be the largest buyer of Ugandan exports, last year purchasing one-fifth of the total. The value of American purchases, almost exclusively as the result of coffee sales, was 16% higher than in 1967.

U.S. position declines

On the import side, however, the U.S. position declined sharply from that of 1967, when the U.S. had risen from eighth to third among overseas suppliers to Uganda and captured a 7% import share. Last year imports from the United States slipped 31%, placing the United States sixth with a 4.5% share, more in line with the percentages recorded in 1965 and 1966.

The single most apparent explanation for last year's dip is the increased competitiveness with regard to pricing and marketing effort offered by other overseas suppliers, particularly from Japan.

The growth in industry, the expansion of public and private investment under the Five-Year Plan, the incorporation of an increasingly large part of the population into the cash economy, and the gradual rise of per capita income all contribute to the conclusion that Uganda offers opportunities for the American trader.

Varied performance

Imports of a wide range of capital goods and certain semi-manufactured products and raw materials are expected to rise. Consumer goods and processed food imports, on the other hand, are likely to remain static or decrease. Specific areas of opportunities in Uganda include plastics, pharmaceuticals, construction and agricultural equipment, chemicals, food processing equipment, electrical power and communications equipment, mining equipment, lubricating oils and greases, office machines and fabricated metal products.

The Government has attempted to stimulate industrial development by enacting a series of investment incentive laws and a law to protect foreign investments. There is no restriction on the investment of foreign funds in Uganda; but to ensure eventual repatriation of capital, profits and interest dividends, it is necessary to obtain approved status, as specified in the Foreign Investments (Protection) Act, which in normal circumstances is given freely. Under the Uganda Constitution the Government cannot nationalize or expropriate property without promptly making adequate compensation. In addition, an Investment Guarantee Agreement between the United States and Uganda has been in force since 1965.

Uganda's Government has shown a willingness to protect approved industries through import restrictions, and permits the employment of foreign managerial staff, even though Parliament recently enacted legislation designed to advance African participation in and restrict or exclude non-citizens from specified areas of commerce and industry.

In addition to indirect promotion of industries by fiscal incentives, the Government participates directly in industrial development through its statutory corporation, the Uganda Development Corporation. Apart from the companies of which it or its 40-odd subsidiary companies are the sole owners, UDC is authorized to participate—through equity holdings, loans and provision of buildings—in joint enterprises with private interests.

Wide-ranging operations

UDC's operations extend over a wide range of activities, including industrial, agricultural, mining and tourist projects, and it holds fixed assets worth $76 million. Among the large-scale projects which the UDC has under investigation and for which outside financing is sought are a steel mill, new tourist lodges in the national game parks, and a salt and by-product chemical plant. Besides UDC there are several local private financial organizations which are interested in joint ventures with foreign investors.

One of Uganda's outstanding improvements over the past 10 years has been the rapid development of industries. This is in line with the overall objective of reducing Uganda's high degree of dependence on imports and the export of primary products which are susceptible to fluctuating prices.

Manufacturing, excluding the processing of primary products, rose by 10% in real terms in 1968, and even when processing is taken into account, the rise was still more than 5%. The expansion in construction was 29%, due primarily to an increased level of road work and a large number of new building projects, and a further increase is projected for this year. Mineral production increased last year and the prospects for continued expansion are good.

Textiles are at a depressed level and are not expected to pick up unless new export markets are found and diversification into new products, particularly synthetics, progresses.

Sales of electricity within Uganda in-

Special trade factors

The supplier must give serious consideration to a number of factors in examining trade opportunities in Uganda. Continued intense competition from other industrialized nations for the Uganda market can be expected, as well as the possibility of further import restrictions designed to protect infant industries and improve trade balances. The country's dependence on coffee and cotton, with their market limitations, raises the possibility of unpredictable economic fluctuations. Uganda has been oriented for the most part toward European, particularly British, sources of supply. The supplier should therefore become familiar with the domestic market's idiosyncracies and select knowledgeable, aggressive local representatives who are citizens of Uganda and who will be able to adjust easily to changing social and economic patterns.

creased by 9% in 1968, a further indication of industrial growth, although total sales grew by only 3% as a result of lower sales to Kenya, which installed a new generating plant of its own. Forecasts are that there will be no shortfall in generating capacity up to 1973, and site exploration has already begun for a new hydro-electric project at Murchison Falls.

A record level of investment in 1967 contributed substantially to last year's fine industrial showing. Although total gross capital formation declined 14% in 1968 as a result of lower investment in plant, machinery and equipment, investment in buildings and works maintained the upward trend of the last two years. Among the new factories going into production this year or last are those for cardboard boxes, transistor radios, batteries, plastic sheeting, floor tiles, bottles, cement, glassware, ceramics, meat canning and tire retreading.

With tourism in East Africa expanding, there are good prospects that Uganda's earnings from this source may double over the next five years. Last year alone the number of tourists visiting Uganda increased 40% over 1967. Additional lodge capacity in the national game parks is to be installed to cope with the growth in tourism.

Government revenues are steadily rising, and although current Government expenditures have also risen, surpluses are being achieved in the current budget account.

Some selective credit restrictions which were imposed by the Bank of Uganda in 1967 to curtail the steep rise in imports have had a beneficial effect. The country's net foreign reserves, which have been building up, now stand at the equivalent of about three months of imports, and the credit restrictions have been removed.

UGANDA REQUIRES, along with several other African nations, that its citizens occupy increasingly significant roles in the ownership, management and operation of its industries. These trainees from five African nations attended a course in computer techniques held by IBM's World Trade Corp. in Kampala.

The cost of living is estimated to have risen 5-7% in 1968, reflecting the effect of a new sales tax ranging from 10-20% and covering a wide variety of articles.

A new Banking Act was enacted this year to ensure that commercial banks and credit institutions operate in conformity with overall Government policy. The maintenance of liquidity ratios of 10% of demand deposits and 15% of time deposits is required and a portion of the assigned capital of each commercial bank must be directed into Government securities or Treasury bills. The foreign-owned banks operating in Uganda are relying less upon support from their home offices and affiliates, partly for reasons of cost, and this may contribute to tightened liquidity unless the Government-owned commercial bank can generate substantially greater deposits.

There have been some considerable development achievements during the first three years of Uganda's Second Five-Year Plan (1966-71), in both the public and private areas. The increase in Government revenues and foreign exchange reserves demonstrates Uganda's determination to mobilize internal resources for development and to curtail non-developmental government expenditures.

The problem of identifying suitable projects for foreign aid, which was a difficulty in the first two years of the Plan, has been overcome, but now a different problem, the utilization of foreign aid, has emerged and is concerned with the burden that the financing of local costs puts on the development budget. The main obstacle which Uganda may encounter in coming years is a shortage of domestic resources to finance increased development. Another factor which causes some concern is the number of supplier credit/contractor finance arrangements which the Government has entered into, a technique which could result in a fairly steep rise in the debt service ratio.

Strong government measures

Because the country's foreign exchange reserves had dropped to an uncomfortably low level in 1966-67, the Government was prompted to take strong measures to restrain imports of less essential goods. New taxes on consumer goods were introduced and Government consumption was curtailed.

Also, a new system of licenses for certain imports was introduced. These licensing regulations have gradually become stricter and the coverage wider, and, at present, licensing covers about 45% of imports from outside East Africa, mainly for the protection of new industries. Moreover, import duties on a wide range

Investment provisions

The Uganda Industrial Charter does not provide tax holidays, but through the provision of an initial investment deduction allowance of 20% and normal annual deductions, companies are allowed to write off as depreciation about 120% of investment in new industrial buildings and machinery. At the same time, the Government expects each approved enterprise to facilitate the participation of Ugandan shareholders to the extent of at least 25% of the capital invested within a period of five years. Approved enterprises are also expected to train and employ Ugandan personnel.

of luxury and other consumer goods have been increased.

These measures appear to have been successful, as total imports have remained steady since 1965. Except for last year, consumer imports have shown a downward trend, while producer's materials and capital goods imports are increasing.

An overall trade surplus of $22 million was recorded last year, although Uganda's exports decreased and imports increased slightly. The sharp drop in coffee and cotton production was compensated to some extent by increased world market prices, and the value of coffee exports—accounting for half of Uganda's total exports—was at a record level. 1969 seems to be taking a reverse course, with high coffee and cotton production being countered by lower world market prices for both and a reduced quota allocated to Uganda by the International Coffee Organization. Imports are expected to rise this year as a result of the expansion of the economy, with producer's materials and capital goods showing the strongest gains.

Regional unity

With the signing of the Treaty of East African Cooperation in 1967, Uganda, Kenya and Tanzania formed the East African Community to strengthen and regulate their industrial and commercial relations. The members agreed to maintain a common customs and excise tariff and to abolish quantitative restrictions on inter-Community trade.

Although the Treaty prohibits the imposition of internal tariffs on East African goods, under certain circumstances it allows transfer taxes to be levied on locally manufactured articles to help balance trade flows between the three countries and to assist new industries in the less-developed members.

Uganda imposes transfer taxes on some Kenyan manufactures, and Tanzania recently exercised its transfer tax right on Ugandan cotton textiles to protect its own newly-founded textile industry. This has meant the loss of a substantial portion of Uganda's traditional market and has been a major cause for a recent cutback in textile production.

A proposed association agreement between the partner states of the East African Community and the European Economic Community is designed to help Uganda achieve a considerably enlarged export market for her primary produce. Another potential export area being explored is in the neighboring states of the Congo (Kinshasha), Rwanda and Burundi.

Nigerian economy still showing considerable vitality as nation enters third year of civil war

Private U.S. firms win contracts on several AID-assisted projects; extensive list of restricted imports limits American sales chances

The Nigerian economy, as it begins the third year of civil war, continues to demonstrate its staying power. Although the economy has its problems as a result of the war, it has adjusted well to the stresses and strains of the war, according to the Economic Trends Report from the U.S. Embassy in Lagos.

Although Nigeria's economic growth has been slowed, if not stopped by the war, the experience the managers of the economy have gained will be invaluable when the government seeks, as it plans, to resume a 5% growth rate afterward. It will need a growth rate of at least this magnitude since the population continues to expand at an estimated 3% per year.

In the face of a continuation of the civil war, the United States has sought to provide foodstuffs and medical supplies to victims of the civil war through established humanitarian relief agencies. Just beginning are several Agency for International Development (AID) projects, partly utilizing the skills of private U.S. contractors, aimed at helping to rehabilitate and reconstruct areas from which the civil war has receded. In the rest of the country, AID programs continue as before the war with emphasis on providing technical assistance in agriculture and education. Contracts are awarded to American universities and companies to upgrade training, education, and business administration. Roads and schools, using American contractors, are being built in several of Nigeria's 12 states.

Although sales opportunities are limited for the present, those goods now being imported are in great demand by Nigerians who are quite prepared to pay high prices to suppliers. Prices reflect higher costs, principally the delay in payment after the goods have arrived.

One solution for the exporter is to use the services of commission agents, a practice which has become increasingly popular where smaller orders are concerned. This, in addition, eases the danger of being caught unaware by wily individuals who now use the import regulations (among others) as a screen to fleece foreign companies who do not have established trading partners in Nigeria.

Sizable orders expected

Despite import restrictions, sizable orders for many items of transport and communications equipment will soon be placed. An extensive road rebuilding plan, just now getting underway, will call for large purchases abroad of a wide range of highway building and maintenance equipment. Railroad and airline equipment orders should be sizable over the next few years as the government implements an extensive modernization program. At the same time, civil air ground equipment, radio broadcasting and other related communications equipment will be sought abroad.

Exports from the United States include

Outlook may improve

For the American exporter, the Nigerian market, outside of supplies and equipment for the petroleum sector, will not be interesting until the long list of restricted imports is substantially reduced. There may, of course, be some modifications in this list before the end of the civil war. It seems most likely, however, that the government will delete relatively few items until it has moved well into the reconstruction program and is in a better foreign exchange position.

In the meantime U.S. exporters will find it to their long-term advantage to assist reliable Nigerian customers wherever possible in bridging the foreign exchange gap which now prevails. After the immediate post-war period Nigeria's capacity to import should accelerate rapidly and total imports reach levels much above those before the war.

visiting consultants who would be used to accelerate the transfer of modern technology into the rapidly expanding industrial sector. This area should also become a growing market for sophisticated semi-processed goods such as plastics, chemicals and light metal products.

All parts of the economy should find American office equipment and machines worth purchasing, but this will come later as will the demand for consumer durables such as air conditioners, household appliances, light marine equipment, and similar items.

It is likely to be some time before goods such as processed food items, clothing, recreation equipment and other luxury items for which there is a high degree of consumer acceptance will be permitted to enter the country.

The hopes of the Nigerian Government for rapid growth seem justified providing the political stability that the country has lacked in recent years can be reestablished. Thus far the new Federal-State relationships now being forged suggest a stronger, more united Nigeria than before.

In the future, there is every indication that the government will place greater emphasis on developing the talents of its citizens—looking at the problem of industrialization from a longer range viewpoint than the investor who reckons on amortizing his investment in as few years as possible. This emphasis on the Nigerian role in the economy is certainly in the long term interest of Nigeria. Yet for the foreign investor, such requirements if pushed too far too fast may adversely affect his ratio of risk to profit.

The government, however, is not deaf to the requirements of the foreign investor. Thus it has permitted a partial remission of profits. Furthermore, it has taken steps to hear the views of private business, and this has softened some of the sting of the past year when new laws were introduced without consulting those who were affected—an irritant which has concerned foreign and domestic investors alike. In short, the investment climate has improved in the last few months although the length of the civil war still bedevils those who make the investment decisions for the next decade.

Physical damage limited

Thus far the Nigerian civil war has not been as costly in terms of physical damage as might have been expected, given its length and intensity. It has touched only an eighth of the country and major physical damage to the economy has been limited to a power station, the major bridge over the Niger River and the costly control system of the country's single oil refinery.

Foreign investor's place

In its projection of growth, the Nigerian Government has assured a place for the foreign investor although the inducements to come here will be more selective than in the first half of this decade. It has now provided the potential investor with a framework of priorities outlined below whereby he can have a clearer picture than has been available in recent years.

The emphasis on secondary industries alone suggests lower return on capital, but the permanency of the market may be assured since the government seems committed to seeing that a greater percentage of the final product is made in Nigeria.

Private companies have also sustained considerable damage through destruction, disuse, or removal of property. Private property has also suffered, of course. When a final assessment is taken, more damage may be found to have resulted from disuse of plants and equipment in the war zone and the overtaxing of existing facilities in the other parts of the country than from military action.

The government has already promised a tax break to offset costs for those owners of damaged plants in the East. The greatest task in reconstruction, however, will be to restore normal services such as rail and road transport, banking, security, electricity, and to open harbors to international commerce. In a city like Port Harcourt, for example, little real progress in restoration of economic activity seems likely to take place until the full range of pre-war services are restored.

The government has outlined what it believes to be the size of its reconstruction problem. It foresees the need for $3.25 billion spread over four years. It would like the private sector to match the Federal Government's share, with the state government carrying a fifth of the load. Details of this plan have not been drafted in final form. The government hopes that foreign donors will join in—like the World Bank, which has already been approached to provide a loan for a major highway construction program.

The reconstruction program will be national in scope and will take into consideration war-caused deterioration of infrastructure throughout Nigeria. Reconstruction will be phased to get the development process moving again. In so doing, the plan is to tackle major bottlenecks such as communications and transportation, which even before the war acted as a drag on Nigeria's development.

Of these two problem areas, the heavily used transportation network is in greatest need of assistance. Last year the problem centered on the condition of the main highways, but this year it is congestion in Lagos harbor, shortages of automotive parts, and difficulties in locating transport to carry goods north. The war has deprived Nigeria of its major water routes and its north-south road and rail routes which crossed the old Eastern region. Bulk carriers feel fortunate if they can make two round trips a month per truck between Lagos and Kano—a distance of 700 miles.

Although Lagos port authority claims that "ship turnaround time is minimum," it has come to be the core of the problem. Ships must plan on two weeks in the harbor since cargo coming in and going out moves so slowly. Ships usually offload in one day what an efficient port can move in a couple of hours. Consequently shipping rates are up, causing a needless outflow in foreign exchange, and domestic transporters charge more because they must wait to get cargoes into and out of the port area.

Duties raised

The Apr. 1 budget brought few new taxes but duties were raised on a number of important items. Any increases from these sources of revenue seem likely to be outweighed by new import restrictions which should erode away expected revenue from import duties, the government's major source of revenue.

By late summer, a period when exports are in a seasonal slump, Nigeria began to feel its first real foreign exchange shortage. For the first half of 1969, both agricultural and petroleum exports were the best since before the war, but imports also continued high despite fairly effective restrictions. It appears that the government's military purchases have taken a larger bite than anticipated and the continuing industrial expansion used more and more foreign exchange for machinery and raw materials.

Furthermore, on the average almost one-twelfth of the import bill is for fuels and lubricants. This demand on foreign exchange is apt to continue until next spring when the country's war-damaged petroleum refinery is expected back in operation.

Lastly, a plan to permit foreign investors to remit a third of their profits, and bolster their confidence in Nigeria as a place to invest, has now added to the size of the foreign exchange problem.

A measure of the foreign exchange problem is the length of time it takes to

receive foreign exchange through the banking system to pay for imports. At the middle of 1968 the wait was about three months and the total value of foreign exchange requests in the pipeline was calculated at $60 million. Fifteen months later, with purchases abroad continuing at nearly the same level, banks are telling their customers that the wait will be at least six months or longer. This should be a very short-term trend that will bottom out by late fall when earnings from the fall harvest of cocoa and peanuts along with earnings from petroleum begin to bring in bigger chunks of foreign exchange.

Realizing that it was about to face a serious foreign exchange problem, the Government altered and expanded from 97 to 319 the list of restricted items which require specific import licenses. The expanded list not only covered many more consumer items, but included industrial equipment, certain spare parts, and some raw materials.

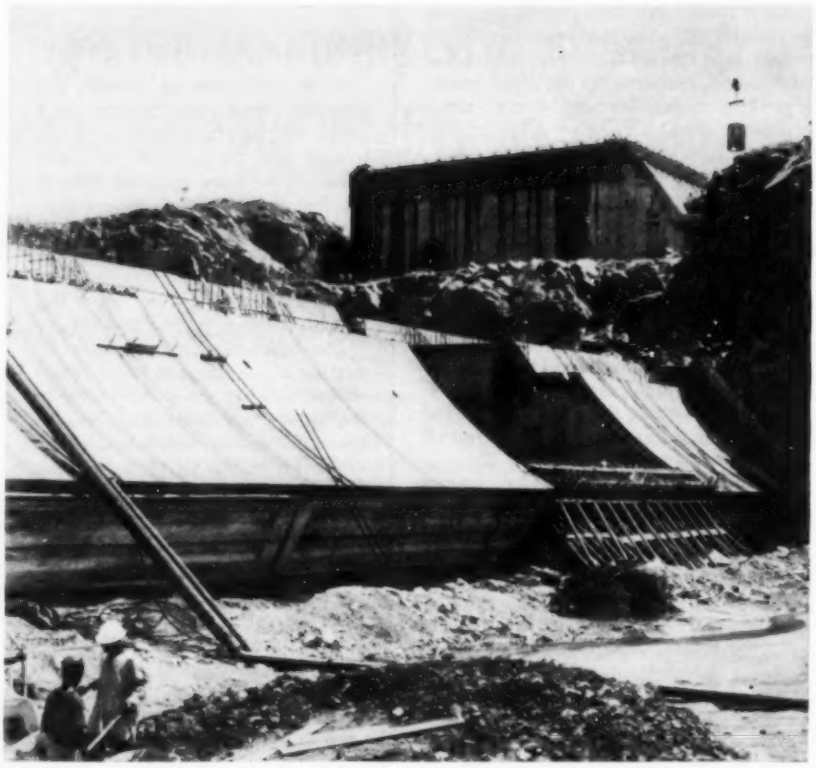
Inadequate staffing

The problem here is that the government office handling the enlarged licensing scheme does not have the staff to quickly process the applications of all those who urgently and legitimately need import licenses.

It does seem likely that imports will be reduced and foreign exchange conserved, but at a cost of a further slowing down of the retail sector of the economy, more local shortages for the consumer, and that delays in issuing import licenses which will create kinks in the production schedules of some companies.

Although there are problems of distribution, a war in progress, an unbalanced budget and some items in short supply, the economy has experienced little inflation thus far. The cost of living in the urban areas did rise 8.5% over the past year, although the great bulk of the population (mostly farmers), however, live in rural areas at near subsistence level and are much less affected by this trend.

In the cities, the supply of available housing in most urban areas does not meet demand, and some consumer items, like automobiles, automobile tires, spare parts, and a few imported items of canned foods are in short supply. Food prices in urban areas have climbed on the average by 16% in the last year, but this reflects to a considerable extent a return of food prices to pre-civil war levels. Foodstuffs grown for markets in the secessionist area could not be sold there because of the war. This created a glut on the market that caused food prices to decline in other parts of the country.



BUSINESSES SHOULD HAVE AMPLE power in Nigeria for the foreseeable future from the recently completed Kainji Dam on the Niger River, which is one of the largest hydroelectric projects in the world.

A good part of the cost of living increases has actually been caused by higher transportation costs for all commodities, more expensive domestically produced import substitutes, and increased taxes on many widely consumed items. This mild inflationary trend may become more pronounced in the next few months as these items come into shorter supply at the same time that farm income seems likely to increase.

However, if this happens, the government may adjust the list of items on the restricted imports list to permit entry of critical items. This did happen this past June, for example, in the case of automobile tires and cement.

Oil Production grew rapidly during the early part of the year to a new all-time high of almost 594,000 barrels per day in April, but has subsequently leveled off at around a half-million BPD. The decline was due to several Biafran attacks on oil facilities and to an external marketing problem experienced by one company for almost three months. However, the damages suffered thus far will have no lasting effect and barring a worsening of the military situation, production by the end of the year should be considerably above the April high.

Looking to 1970 and beyond, the quality and accessibility of Nigeria's large petroleum reserves should propel the country into the ranks of the top ten oil producers. The leading companies—Shell-BP, Gulf and Mobil—have programs which should push production above the one million BPD level in 1970 barring interference by military developments. Texaco (Amoseas) should start production soon. During the next decade, oil exports are expected to surpass the value of the strong agricultural sector's exports, which now provide the bulk of Nigeria's export earnings, and provide Nigeria with ample financial resources to power its economic development.

Industries are bright spot

Industrial growth continues to be the bright spot in the Nigerian economy. Before the war it was the fastest-growing sector and the pace accelerated outside the war zone after the first shock of hostilities wore off. The government's decision to restrict imports of a wide range of manufactures proved to be a powerful inducement to development and expansion of local industry.

Encouraged further by a policy of unrestricted imports of machinery and raw

materials, existing plants began to add capacity while some industries, most noticeably in textiles, blossomed with new plants. Many companies, particularly those manufacturing consumables like beverages, clothing, and footwear, found they had problems expanding fast enough to meet demand. As a result, the industrial sector has in two years exceeded prewar production levels even though about one-third of Nigeria's industrial capacity is idle in the area that is trying to secede.

This spring the Minister of Industries announced its industrial objectives for the next few years. These obectives are possible and sensible, although not simple to achieve in the face of heavy investment requirements and the general shortage of industrial and management skills.

Priorities have been set which give first consideration to the processing of traditional cash crops and food crops. Secondly, priority will be given to a petrochemical industry, using the natural gas now being flared in the oil fields. Textiles will, as the third priority, be expanded vertically as well as horizontally. This structuring of the textile industry will be introduced in other industries, probably through the application of inducements and import restrictions to encourage a broader range of secondary industries to develop.

Government wants steel complex

The government desires to build its own steel complex but it is putting its plans together at a careful and leisurely pace—perhaps because its location is fraught with political considerations as well as straightforward economic factors.

New industry should be assured adequate electric power for another decade now that Nigeria's huge Kainji Dam has been completed. Power will not be less expensive, however, since power consumers will bear the entire cost of a relatively rapid amortization of this multipurpose project.

The Nigerian Government promises to seek greater Nigerian managerial and capital participation in industry. Companies will be called upon to give more responsibility and training to senior Nigerian staff members. Here much will depend on how well the private sector matches skilled and trained manpower requirements with the available supply of Nigerians having university and technical educations.

More attainable, perhaps, is the goal of reserving a third or a quarter of the share of many new ventures for Nigerian investors. Most companies believe this would offer an attractive partnership although they are not so sure that local investors can be found to place their money in enterprises where the return is not as immediate as in retailing or real estate.

Fortunately, Nigeria has a relatively sophisticated, albeit thin, securities market which could do much to generate local capital participation in new industries. The target which the government hopes to see flow into the industrial sector is $168 million a year.

Some of the new investment can come from the good profits now being recorded in the industrial sector. Many companies report boom conditions with production bumping against capacity. How much longer this trend will continue with import restrictions tightening the supply of necessary goods and commodities remains a big question for industry. Estimates vary, but the consensus is that annoying shortages will only begin to be felt at year's end or later. By then, however, import earnings should be at seasonal highs and the government can afford to relax many of the more troublesome restrictions. Yet once supply lines are interrupted, it could take time to get goods moving again.

The building industry, usually one of the best indicators of confidence in an economy, is beginning to look alive again. In Lagos building completions have returned to a level approaching the pre-war years and nearly double the 1967 level. A secondary effect caused by increased activity in the petroleum sector has contributed to this regrowth in the Lagos area and in the oil center of Warri, in the Mid-Western State, where construction activity has boomed. Most of this is private activity.

The building industry would have experienced even more rapid growth if it had not been for a shortage of cement, imports of which were prohibited.

Beginners to study foreign exchange at Chicago session

Corporate finance executives who are new to the field will have a chance to learn the fundamentals of foreign exchange at a three-day American Management Association seminar in Chicago next month.

Scheduled for Oct. 22 at AMA's Management Center at O'Hare Airport, the seminar will cover: the gold-exchange standard; how foreign exchange traders work; protection against exchange risks; fluctuations in currencies; histories of various financial organs; and the world's currency areas—both hard and soft.

Write: American Management Association, AMA Building, 135 West 50th St., New York, N.Y. 10020 (212-586-8100).

Rabat conference to seek private investors for Africa

Development officials of many nations to brief potential investors

An international meeting in Morocco next month to promote private investment in Africa will bring together government officials from African countries and private businessmen from developed countries. Rather than the usual roundtable meetings for general discussion, the conference will feature a series of confidential person-to-person meetings arranged by appointment between interested parties to discuss specific industrial projects.

Africa's developing countries have been asked to submit specific investment projects to be circulated to potential partners from the industrialized countries. The term potential partners is intended to cover individual sources of finance, capital, know-how and management sought by the sponsors of the projects. Participants from the developed countries are also invited to submit their own specific proposals for industrial investment in areas of interest to the African countries.

There will be a special Fertilizer Group Panel to explore means of financing the high cost of fertilizer projects in Africa. Country Group Panels also will be convened, at which senior representatives of the African nations will be available to make presentations and answer questions about industrial investment in their respective countries. Other panels may be formed if requested by the participants.

The meeting is being jointly organized by the African Development Bank, the UN Economic Commission for Africa, and the UN Industrial Development Organization (UNIDO). It will meet from Oct. 27-31 at the Rabat Hilton Hotel and is designed to provide time-saving opportunities for anyone interested in the industrial development of Africa to scan a wide horizon of investment openings.

The conference will be conducted in both English and French, with interpreters assisting in private discussions as far as possible.

Write: The Chief, Industrial Policies and Financing Section, United Nations Industrial Development Organization, P.O. Box 707, A-1011 Vienna, Austria (Telex: 75612; Cable address: UNIDO, Vienna).

Steady Dominican Republic economic progress creates need for consumer, investment goods

Agricultural production recovered from long drought in mid-1968, and manufacturers continue to expand output

The outlook for agricultural production in the Dominican Republic remains good and the country's small manufacturing sector is expected to continue increasing output at an annual rate of 10 to 15%. After four years of political stability, notes the semi-annual Economic Trends Report from the U.S. Embassy in Santo Domingo, the Dominican Republic has substantially recovered from earlier setbacks. This economic progress has resulted in growing demand for consumer and investment goods and, consequently, better prospects for the export of U.S. products to the Dominican Republic.

A broader list of goods eligible for financing by the U.S. Agency for International Development (AID) is now being negotiated. The more liberal list, together with ample amounts of AID commodity or general import financing, will directly enhance opportunities for U.S. exporters. AID general import financing, including amounts already available to the Dominican banking system and additional amounts that now seem likely to become available through 1970, totals about $24 million.

Further opportunities generated by U.S. Government lending exist for U.S. exporters qualifying as suppliers for specific investment projects financed by AID and the Export-Import Bank over the coming year. Such disbursements are expected to total about $14 million. Additional export opportunities under other assistance lending are expected to arise, including those provided by a rising level of disbursements under Inter-American Development Bank loans.

U.S. exporters, nevertheless, face increasing competition from Western European and especially Japanese exporters. The latter offer an increasing array of good quality products at very competitive prices. In addition, delivery time and shipping costs from Japan or from intermediate supply centers apparently have improved.

With four years of political stability behind it, the Dominican economy has substantially recovered from the vicissitudes of an earlier period. During this period, much groundwork has been laid that enhances investment opportunities, particularly in tourism, light manufacturing and processing industries, especially in industrial customs-free zones and in the development of agricultural commodities for export.

Much additional work remains to be done, particularly in the provision of infrastructure directly related to productive investment projects. The improvement in Government finances, if continued, will afford increasing scope for Government attention to these requirements.

Conversion delays

U.S. suppliers shipping to the Dominican Republic under letters of credit can expect no delays in conversion of payments on their transactions, but those not using letters of credit should expect continued conversion delays of up to seven months. The monetary authorities are aware of the drawbacks of such arrears and are attempting to reduce the total amount outstanding within the possibilities afforded by improvement in the balance of payments. The decision to keep conversions of transfer and services payments on a current basis, while taken for a variety of reasons, is evidence of the authorities' desire to tackle the arrears problem.

The investment climate remains fair. The overall size of U.S. private investment in the country is considered large by many Dominicans, both in and out of government office, in relation to the size of the economy. Government and Dominican businessmen prefer to see any further foreign investment flow into new areas or those which can only be developed by large companies or companies commanding a high level of technical know-how.

The list of foreign companies that have recently or are presently investing in the Dominican Republic is impressive. It includes Falconbridge Nickel Mines, Ltd., Gulf and Western, General Milk, American Can, Philip Morris, Nestle, Tenneco Gas and Oil Exploration Co. (for exploration), Chase Manhattan Bank, First National City Bank, Bank of America and several smaller companies.

Rainfall has been adequate or more than adequate for most crops since the end of the long drought in mid-1968. The outlook for agricultural production in 1969 remains good for many important crops, particularly sugar, peanuts, rice and possibly tobacco. Overabundant rain and other problems, however, are adversely affecting production of cacao and coffee, two of the country's main export crops, and several minor crops such as tomatoes and onions.

The outlook for the 1969 rice harvest remains excellent. Domestic rice supply is expected to exceed demand this year.

Increases in the supply of many domestic food crops are causing the food component of the official price indices and the general price indices to fall. This trend is likely to continue at least until the fourth quarter when demand may overtake the supply increase.

Long-term opportunities

For the longer run, domestic and foreign institutions and officials involved in the economic development effort see in the agricultural sector many opportunities to increase national production, exports and import substitution. Continued attention is likely to be given to the credit and input requirements of the agricultural sector such as farm machinery, herbicides, insecticides and fertilizers.

A small, pilot survey of private businesses taken in August 1969 indicates that the Dominican Republic's small manufacturing sector, excluding sugar processing, is increasing its sales at an annual rate in the range of 10% to 15%. As of the date of the survey, the businessmen consulted were nearly unanimous in their expectations that their sales would continue to rise during the remainder of 1969 at the same rate or better. About 80% considered business conditions are better now than they were a year ago. The remainder said there was no change. Almost all of the firms had expanded their facilities within the past twelve months and all manufacturing firms in the survey said they are planning further plant expansion over the next twelve months.

A more extensive survey of wholesalers indicates their sales have not risen much on an annual basis in the first part of 1969, but most of the growth in annual sales usually occurs in the second half of the year. Available data indicate that wages are rising in the private sector, despite some restraint from the Austerity Law as amended in August 1968.

These generally moderate wage increases plus very tentative indications that employment in the private sector is growing at about the rate of population increase suggest that potential consumer demand is growing, although this could not be confirmed by information on wholesale sales in the first half of 1969. The apparent growth in consumer purchasing power and general business optimism suggest, in turn, a possible strong increase in sales by the end of the year. Any such prediction is subject, of course, to many variable factors, including the general business climate as the next presidential election (May 1970) approaches.

Import rise expected

Imports are now arriving at a rate only slightly higher than a year ago, but this present import trend (and to a lesser extent the relatively slow increase in wholesale sales) is in part due to the effect of the U.S. dock strike during the first quarter on the timing of import orders and actual arrivals. Imports are likely to rise during the remainder of 1969 and in 1970 in response to an expected increase in consumer demand and large prospective investments, both public and private. The rise probably will be more moderate than expected earlier this year due to delays in investment contract negotiations and to recent Central Bank action tending to restrain bank credit and money supply.

Falconbridge Dominicana, C. por A., a Dominican company in which Falconbridge Nickel Mines, Ltd. of Canada holds a majority interest, is still negotiating a new investment agreement with the Dominican Government to cover a projected investment of nearly $200 million in an open face mine, processing plant and related power plants to produce annually about $62 million of ferronickel for export. Despite delays due to prolonged negotiations, work on the mining complex is expected to begin soon enough to have an impact on the economy in 1969.

Negotiations between the Government and the Shell Petroleum Company on a proposed $30 million investment by Shell in a refinery are also still continuing.

Among other large investment proposals are a series of projects, totalling nearly $25 million, being prepared by Gulf and Western which already owns, through its wholly owned subsidiary, Central Romana Sugar Company, large tracts of land in the eastern portion of the country. Among Gulf and Western's projects are a cement factory and several tourist developments, including hotels. Iberia, the Spanish airline, may build a $5 million hotel in Santo Domingo.

Construction has already begun on two milk and milk product processing plants, one being constructed by Nestle-General Milk (Carnation brand) and the other by Indulac, a Dominican firm. A large number of small manufacturing plants are being constructed around Santo Domingo in and out of industrial parks. Several firms already have announced plans to construct manufacturing plants in the industrial customs-free zone that Gulf and Western is developing in La Romana.

Import restraints

The import restraint system remains unchanged since the beginning of 1969, when the number of items that must be imported under prepaid letters of credit was increased. The restraint system is directed mainly against luxury durable and non-durable consumer goods in order to protect some manufactured goods that are now being produced domestically.

The direct restraint system operates by the denial or rationing of official exchange (within the Dominican banking system) for listed imports. Persons having their own foreign exchange, however, may import almost anything. Such imports, covered by privately held exchange, are being imported at a $16 million annual rate as compared to $13 million of such imports in 1968.

State investment helps

One source of new prosperity in the private sector is the rising rate of government expenditure on labor-intensive investment projects, such as low-cost housing, new or rebuilt highways and roads, irrigation works, schools and government buildings. Government capital expenditures probably will continue to outpace 1968 levels, but by a lesser margin, in the remaining months of 1969. Expenditure of pesos generated from external assistance loans, including financing that does not flow through the central government Treasury accounts, is expected to be almost double peso assistance expenditures in 1968. Meanwhile, the Government's current expenditures are being tightly restrained at about the same level as last year.

The Government and its public agencies are now engaged in the construction of two large dams, the Tavera dam in the north near Santiago de los Caballeros and the Valdisia dam in the south between San Cristobal and Bani. The $34.5 million first stage cost of the former is being largely financed by the Inter-American Development Bank on 25 year terms. About half of the initial $22 million cost of the latter is to be financed by a Spanish consortium on 12 to 13 year terms. Both dams are expected to produce electric power and water for irrigation.

The balance of payments as measured by the net foreign reserves of the banking system is expected to nearly balance by the end of 1969. Export earnings are expected to exceed last year's level, mainly on the strength of higher U.S. prices for raw sugar. Export performance during the first part of 1969 was affected adversely by the U.S. dock strike and world market conditions for several of the country's export commodities.

On the other hand, export prices of cacao and tobacco are much higher than last year, a factor which has helped prevent a deterioration in export earnings.

Monetary curbs

The monetary authorities are keeping Central Bank credit to a minimum in an effort to restrain the growth of bank credit and money supply, although high commercial bank reserve requirements have not been raised or otherwise modified. Bank credit has grown at a 12% annual rate and money supply at slightly less than 10% in the first half of 1969. This moderate degree of monetary expansion (in an economy that is becoming increasingly monetized) plus a continued wage freeze in the public sector (and some wage restraint in the private sector) have been sufficient to preserve payments balance while allowing room for moderate growth of domestic production.

The authorities recently announced they now intend to maintain conversion of approved transfer remittances (such as dividends, payments for technical services, etc.) on a current basis. This policy will eliminate one type of arrears while tending to contract bank credit since a 100% reserve requirement was not in effect on transfer remittances awaiting conversion. The shortage of bank credit is already affecting importers and will tend to restrain the expected import increase.

France acts to stabilize franc and economy

Tight fiscal and monetary policies to supplement recent devaluation

A series of measures to support the new franc rate and stabilize the French economy has been announced by France's Minister of the Economy and Finance, Valery Giscard d'Estaing. The program also includes measures which provide for redistribution of national income to favor the less privileged economic groups.

The stabilization program aims at reducing internal consumption and investment through tight fiscal and monetary policies, with the object of freeing for export expansion resources that were previously consumed domestically. These measures, coupled with the devaluation's stimulation of exports and braking of imports, should help France achieve equilibrium in her balance of trade. The French Government expects the external trade account to be balanced by July 1970.

The program generally follows the lines already predicted in French financial circles and the press. Major features include:

► Reduction of the 1969 budget deficit, which is currently approximately $2 billion. This will be accomplished by placing a freeze on government hiring and purchases except in priority sectors (such as education and telephones), and by transferring some $290 million of already-authorized government expenditures to a counter-cyclical reserve fund. This counter-cyclical fund, which now totals about $1 billion, will be released only as authorities feel it is necessary to stimulate the economy.

► A balanced government budget for 1970.

► An intensified program of price restraints through government-industry negotiations. The threat of extended price freezes or price fixing by decree strengthens the government's hand in these negotiations.

► A freeze in the rates charged by government-owned public utilities and transport facilities through December 1969.

► Extension of the restrictions on consumer credit (see INTERNATIONAL COMMERCE of Sept. 8) until Jan. 31, 1970.

► A series of measures to induce voluntary savings. These include generous tax exemptions on life insurance and bonds and a temporary increase in interest rates for long-term savers.

► A series of tax measures, including speed-up of corporation tax payments, tightening of depreciation and investment tax credits, extension of temporary income tax surcharge through 1970 (but at one-half the 1969 rate), and institution of a levy on bank profits, all of which will maximize future tax collections. Other tax measures include a reduction of the tax on value added for 1970, maintenance of special tax credits for citizens in low income tax brackets, and a reduction in personal income taxes through widening of tax brackets. Gradual elimination of the unpopular supplementary tax (on certain income other than wages and salaries), which affects some 1.7 million taxpayers, including the majority of small businessmen, was also declared.

► An increase in the minimum wage commensurate with price increases, in order to maintain purchasing power.

► Measures to protect the economically-underprivileged sectors of the population, such as increased old-age pensions and family allowances.

Relaxation of credit and exchange controls will be contingent upon partial success of the other measures. The Government plans to move quickly to capitalize on benefits from the devaluation, since it expects that stabilization efforts in other countries may slow down the world economy and make it harder to sell abroad.

Germany opens quotas on flowers, pears, wax beans

The German Government has opened its quota on imports of fresh cut flowers (other than tulips, hyacinths, narcisses, orchids and anthuria) from a number of countries, including the United States. (Published in the *Bundesanzeiger* No. 158 of Aug. 28.) Applications for licenses will be accepted until the value limit is reached, but not later than Dec. 30, 1969.

German plant protection regulations and the European Economic Community quality standards (EEC Regulation No. 316/68 published in the EEC Gazette No. L 71/68 of Mar. 21, 1968) must be observed.

Germany also opened import quotas for canned pears in containers of less than 4.5 kg. and canned cut wax beans. (Published in the *Bundesanzeiger* No. 160 of Aug. 30, 1969.)

Applications for import licenses will be accepted until the value limit is reached, but not later than Feb. 26, 1970. The import licenses will be valid until Feb. 28, 1970. Products containing added sugar are subject to the respective European Economic Community regulations. For previous announcement see INTERNATIONAL COMMERCE of Apr. 28, p. 28.

Australia reviews duty levels on some imports

The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question of whether assistance, in the form of increased tariff protection, should be given to the production in Australia of tracks for tractors of the track-laying type and related parts, and certain anti-knock compounds and preparations.

U.S. exporters, in accordance with the procedures outlined in INTERNATIONAL COMMERCE of Aug. 28, 1967, may submit evidence concerning these inquiries through their Australian distributors. Additional information about the procedures is available from the Far Eastern Division, Department of Commerce, Washington, D.C. 20230.

EEC now has trade and economic aide in U.S.

The Commission of the European Communities has announced the appointment of one of the EEC's former Kennedy Round negotiators as the Communities' first representative in the Washington Liaison Office with special responsibility for U.S.-Common Market trade and economic matters.

Pierre Malvé has been special assistant to Jean-Francois Deniau, the member of the Common Market Commission responsible for trade policy. Before joining the European Economic Community at the beginning of 1963, Mr. Malvé was an official of the French Finance Ministry. He is a graduate of the Ecole Nationale de l'Administration.

U.S. production under license sought for newly-designed European equipment

Offers include system for growing plants in building interiors, garbage disposal system, invention for cleaning venetian blinds

Manufacturers in Switzerland, Denmark and Belgium are seeking U.S. licensees to produce and distribute their products for the U.S. market. The products are a system of growing plants in building interiors, garbage disposal system, and an invention for cleaning venetian blinds.

For additional information and the name and address of the firm **write** the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• A Swiss marketing company is seeking a U.S. licensee or regional licensees for the patented Luwasa hydroculture system, a Swiss-developed hydroponics system designed especially for growing decorative plants in building interiors. The system provides balanced nutrients from a centralized watering source and permits plants with very different needs to be grown under the same system. Operating costs are said to be one-third those of ordinary plant cultivation in earth. **File 1808.**

• A Danish company would like to license the manufacturing of its combustion based refuse disposal system which may interest American municipalities.

The firm claims that operational costs are 40% lower than those of conventional plants as well as 30% lower in original plant cost since the disposal system can be built into nonoperating kilns rather than necessitating new building construction.

The maximum daily capacity of 6,000 disposal bags, household and industrial waste, of the standard type bags used in several Western European countries, in a plant working 24 hours a day can serve a population of approximately 80,000 to 90,000 people. This plant can be operated by one unskilled laborer per shift.

The principal part of the system involves the conveyer belt in the combustion room, an endless band consisting of a number of ribs supported along the middle; the ribs are of cast iron covered with aluminum due to high temperature exposure. The belt carries the refuse bags through the combustion room where they are ignited by several oil burners mounted on the ceiling above the belt and the burning bags are dropped systematically down a staircase sectioning to turn the bags at certain intervals securing complete combustion. At the end of the process the ashes are sucked away by vacuum and unburned glass and metal are carried away on the belt.

A U.S. patent covering the process has been applied for by the firm. **File 1809.**

• A Belgian firm is interested in licensing for manufacturing in the U.S. an invention for cleaning venetian blinds.

The device resembles a large pliers with an elastic element between the two arms of the pliers with removable, lined pads which do the cleaning.

The patent is pending in the U.S. and in other countries. The company is interested in both an outright sale and a licensing fee based on production on sales. **File 1810.**

U.S. licenses sought by two Argentine firms

Two Argentine firms are seeking licensing agreements, one to produce roof coatings and concrete additives and the other to make air filter elements.

• An Argentine manufacturer of synthetic rubber and plastic compounds, adhesives, and rust resisting compounds seeks licenses to produce roof coatings and concrete additives. The firm has licensing agreements with two U.S. concerns.

Write: Protex-Tuffkote Argentina S.A., Av. 7 esq. 4, Barrio Santa Isabel, Cordoba, Provincia de Cordoba, Argentina. WTD. **P-70192.**

• Cassiba S.A., a medium sized manufacturer of expanded metals and air filters, desires a license from a U.S. firm to produce industrial air filter elements.

Complete financial statement for the year ending March 31, 1968, in Spanish, is available from the Office of International Investment, Bureau of International Commerce (BIC-878), Department of Commerce, Washington, D.C. 20230. Interested firms may also **write:** Casiba, S.A., Ave. Mitre 435, Caseros, Province of Buenos Aires, Argentina. WTD. **P-70190.**

Brazilian clothing firm seeks U. S. equity to expand

Industria e Comercio Guardiao Ltda., a Sao Paulo producer of protective gloves, aprons, leggings, and sleeves made from leather, impervious cloth, asbestos, and PVC, seeks technical assistance and capital to modernize its plant in Brazil.

The firm was founded ten years ago. Its present plant, erected in late 1968, covers an area of 8,070 sq. ft. The owner values the plant and land at about $96,000. He is offering a 49% interest for $75,000, or would consider complete acquisition.

Write: Naum Kotez, Managing Partner, Industria e Comercio Guardiao Ltda., Rua Luiz Gama 164, Sao Paulo, Brazil. WTD. **P-69563.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

207 Confectionery

20710—NETHERLANDS—Candy, related confectionery products, all kinds. Exclusive agency on commission basis and/or purchase for own account. Forward free samples. Direct purchase and agency. Handelsonderneming "Loven" N.V. (Attn. F. Pasteels, Mgr.) (importer, distributor, agent), 1A Slachthuisstraat, or P.O. Box 27, Geldrop. WTD 8/69.

20710—PORTUGAL—One half, 1 1/3 and 5 lb. cans of hard candies, toffee, cans decorated with "Old Master" reproductions, Christmas scenes; fine candies and confectionery store items (not chocolate). Direct purchase and agency. PRINCOL-Soc. de Produtos Industriais e Comerciais Lda. (importer, distributor, agent), Rua Particular Justino Teixeira, 5, Oporto. WTD in preparation.

20716 — MOROCCO — Confectionery type products; glaces, candied and crystallized fruits and nuts; solid chocolate bars and various other molded chocolate confections; chocolate coated nuts, toffees, licorice in bags, cans, or packages for gift purposes. Correspondence requested in Spanish, French. Mr. Albert Bengio (importer, distributor), Rue Quevedo 40, Tangier. WTD 9/69.

20720 — NETHERLANDS — Chocolate and cocoa products, all kinds. Exclusive agency on commission basis and/or purchase for own account. Forward free samples. Direct purchase and agency. Handelsonderneming "Loven" N.V. (Attn. F. Pasteels, Mgr.) (importer, distributor, agent), 1A Slachthuisstraat, or P.O. Box 27, Geldrop. WTD 8/69.

209 Food preparations

20994—MOROCCO—Active dry yeast, granulated, for bread making or feed purposes in packets of 250 grams. Correspondence requested in Spanish, French. Mr. Albert Bengio (importer, distributor), Rue Quevedo 40, Tangier. WTD 9/69.

20999—PORTUGAL—Packaged dry food products for household use. Direct purchase and agency. Manuel F. M. Roque (importer, distributor, agent), R. Aires Ornelas 230, Oporto. WTD in preparation.

212 Cigars

21210—MEXICO—Cigars with plastic tip. Direct purchase and agency; also interested in licensing. Fabrica de Puros "La Prueba" Balsa Hermanos, Sucrs. S.A. (distributor, manufacturer), Miguel Lerdo No. 500, P.O.B. 104, Veracruz, Ver. WTD 9/69.

238 Apparel, accessories

23890 — PORTUGAL — Watch arm bands (nylon, etc.). Carlos A. B. Xavier (importer, agent), Av. Mouzinho de Albuquerque, 10-1°, Lisbon. WTD in preparation.

239 Fabricated textile products

23910 — PORTUGAL — Decorator curtains. Materiais de Construcao Cunha Gomes Lda. (importer, distributor, agent), R. Quinta Amarela 70, Oporto. WTD in preparation.

249 Wood products

24990 — PORTUGAL — Laminated plastic sheets for manufacture of furniture. R. Fernando de Magalhaes (importer, agent, exporter), R. Santos Pousada 829-1°, Oporto. WTD in preparation.

264 Converted paper, paperboard products

26440—PORTUGAL—Wallpaper: paper and PVC; washable; wallpaper and matching curtains. Direct purchase and agency. R. Fernando Magalhaes (importer, agent, exporter), R. Santos Pousada 829-1°, Oporto. WTD in preparation.

266 Building paper, building board mills

26611—PORTUGAL—Sound-proofing materials for walls, ceilings. Direct purchase and agency. R. Fernando Magalhaes (importer, agent, exporter), R. Santos Pousada 829-1°, Oporto. WTD in preparation.

273 Books

27313—NETHERLANDS—Scientific books, publications. Representations for U.S. publishers, scientific institutions, etc. requested, incl. stockkeeping and sales through direct mail and advertisements, for Benelux countries, Germany, France, England, Switzerland. Dekker & Nordemann's Wetenschappelijke Boekhandel N.V. Special Sales Dept., c/o Berkhout N.V. (importer, distributor, retailer), 16/17 Plein 1944, Nijmegen. WTD 8/68.

274 Publishing

27413—NETHERLANDS—Special scientific reports, proceedings of congresses, pamphlets, microfilms and microfiches. Representations of U.S. publishers, institutes and societies requested, incl. stockkeeping for Benelux countries, Germany, France, England, Switzerland. Dekker & Nordemann's Wetenschappelijke Boekhandel N.V. Special Sales Dept., c/o Berkhout N.V. (importer, distributor, retailer), 16/17 Plein 1944, Nijmegen. WTD 8/68.

275 General commercial printing

27526 — PORTUGAL — Paper and plastic decals for use in decoration. Direct purchase and agency. R. Fernando Magalhaes (importer, agent, exporter), R. Santos Pousada 829-1°, Oporto. WTD in preparation.

281 Industrial chemicals

28123—PHILIPPINES—Soda ash (100 tons a month), caustic soda (7 to 10 grams a month). Vulcan Manufacturing & Trading Corp. (importer, distributor, manufacturer), Sylvia Bldg., 911 Aurora Blvd., Quezon City. WTD 6/69.

28150—PORTUGAL—Dyes—industrial and basic; reactive agents; pigments for printing inks; chemicals for waterproofing textiles; complete line of sulphur dyes. Direct purchase and agency. Santos Costa & Irmao (importer, agent), R. Duque Saldanha 613-1°, Oporto. WTD in preparation.

28163—PORTUGAL—Colorants and intermediates (lead, tin, clay, calcium, zinc) for plastics; master batch pigments for polyethylene, polypropylene, PVC. Direct purchase and agency. FOCOR-Fornecedora de Corantes (importer, distributor, agent), R. 5 de Outubro, 288, Oporto. WTD 5/69.

28180—PORTUGAL—Industrial inorganic and organic chemicals; chemicals and additives for the textile, plastic, rubber, leather tanning industries. Direct purchase and agency. Wenceslau Teixeira & Ca., Lda. (importer, agent), Rua do Rosario 119, Oporto. WTD 8/68.

28184—PORTUGAL—Pesticides, other synthetic organic agricultural chemicals. Direct purchase and agency. Manuel F. M. Roque (importer, distributor, agent), R. Aires Ornelas 230, Oporto. WTD in preparation.

282 Synthetic materials

28211 — KENYA — Vinyl extrusions of all types. Reinforced Plastics Kenya Ltd. (importer, manufacturer), P.O. Box 24976, Nairobi. WTD in preparation.

28211 — PORTUGAL — Nylon rods. Direct purchase and agency. Osorio & Sottomayor Lda. (importer, agent), Ave. dos Aliados 194, Oporto. WTD in preparation.

28213—PORTUGAL—Thermoplastic resins for the textile, plastic, rubber, leather tanning industries. Direct purchase and agency. Wenceslau Teixeira & Ca. Lda. (importer, agent), Rua do Rosario 119, Oporto. WTD 8/68.

Substandard polyethylene resins (for pipes, etc.). Direct purchase and agency. FOCOR-Fornecedora de Corantes (importer, distributor, agent), Rua 5 de Outubro 288, Oporto. WTD 5/69.

28214—KENYA—Polyester resin and ancillary accelerators, catalysts; pigments for polyester resins. Reinforced Plastics Kenya Ltd. (importer, manufacturer), P.O. Box 24976, Nairobi. WTD in preparation.

28214—PORTUGAL—Thermosetting resins, plastic materials. Direct purchase and agency. Herbert W. Cassels, Filhos & Ca. Lda. (importer, agent, retailer), Rua de Mouzinho da Silveira 191, Oporto. WTD in preparation.

Bakelite sheets. Direct purchase and agency. Osorio & Sottomayor, Lda. (importer, agent), Ave. dos Aliados 194, Oporto. WTD in preparation.

28220 — PHILIPPINES — Synthetic rubber for use in the manufacture of rubber cement; 250-300 bags a month. Vulcan Manufacturing & Trading Corp. (importer, distributor, manufacturer), Sylvia Bldg, 911 Aurora Blvd., Quezon City. WTD 6/69.

28241 — PORTUGAL — Nylon yarn. Direct purchase and agency. Harker, Sumner & Ca. Lda. (importer, agent), 38-40 Rua de Ceuta, Oporto. WTD 5/69.

28242—PORTUGAL—Acrylic fibers. Direct purchase and agency. PROMATEX-Produtos e Maquinas Texteis Lda. (importer, distributor, agent), 606 Rua do Campo Alegre, Oporto. WTD in preparation.

Noncellulosic manmade fibers; especially acrylic fibers. Joaquim dos Santos Sousa & Ca. Lda. (importer), Rua de Fernandes Tomas, 678, Oporto. WTD in preparation.

Acrylic fibers. Direct purchase and agency. Harker, Sumner & Ca. Lda. (importer, agent), 38-40 Rua de Ceuta, Oporto. WTD 5/69.

Noncellulosic manmade fibers; especially acrylic, polyester fibers. Direct purchase and agency. Sociedade Importadora Jamoral Lda. (importer, agent), Rue de Jose Falcao 176, Oporto. WTD in preparation.

Acrylic fibers for textile industry. Direct purchase and agency. Gilberto Lima Lda. (importer, agent), Rua de Camoes 788-1°, Oporto. WTD 4/69.

Noncellulosic manmade fibers. Direct purchase and agency. QUIMIA-Sociedade de Tecnologia Quimica Lda. (importer, distributor, agent), 134 Rua de Grijo, Oporto. WTD in preparation.

283 Drugs

● **28300—INDIA**—Indian Drugs & Pharmaceuticals Ltd. (A Government of India Undertaking), Antibiotics Plant, P.O. Virbhadra, near Rishikesh, Uttar Pradesh, has issued an invitation for bids for the supply of one metric ton of sodium citrate, USP or BP standard. The tender designation is SPO/JLS/Sod. Cit./Inp./69, and the bid deadline is Oct. 7.

Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-3394). Copies of this tender are also available from the U.S. Department of Commerce San Francisco Field Office, Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Area Code 415, 556-5930).

28340—PORTUGAL—Products for medical sector. Direct purchase and agency. A. Gama Rocha & Filhos Lda. (importer, agent), 144-3° Rua do Campo Alegre, Oporto. WTD in preparation.

28342—PORTUGAL—Pharmaceutical preparations acting on central nervous system and sense organs, for human use. Direct purchase and agency. Manuel F. M. Roque (importer, distributor, agent), Rua Aires Ornelas 230, Oporto. WTD in preparation.

28343—PORTUGAL—Pharmaceutical preparations acting on cardiovascular systems, for human use. Direct purchase and agency. Manuel F. M. Roque (importer, distributor, agent), Rua de Aires Ornelas 230, Oporto. WTD in preparation.

28344—PORTUGAL—Pharmaceutical preparations acting on respiratory system, for human use. Direct purchase and agency. Manuel F. M. Roque (importer, distributor, agent), Rua Aires de Ornelas 230, Oporto. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28430—PORTUGAL—Surface active agents, finishing agents, sulfonated oil, assistants for textile industry. Direct purchase and agency. Joaquim dos Santos Sousa & Ca. Lda. (importer), Rua de Fernandes Tomas 678, Oporto. WTD in preparation.

Surface active agents, finishing agents, sulfonated oil, assistants for textile industry. Direct purchase and agency. QUIMIA-Sociedade de Tecnologia Quimica Lda. (importer, distributor, agent), 134 Rua de Grijo, Oporto. WTD in preparation.

Industrial chemicals for leather, paint, varnish. Direct purchase and agency. Manuel F. M. Roque (importer, distributor, agent), Rua de Aires Ornelas 230, Oporto. WTD in preparation.

28443 — FINLAND — Hair dressings, dyes, bleaches for coloring of gray hair; special cosmetics for home, professional use. Requests full details, prices, terms. T:mi LONKA (importer, distributor, manufacturer), Puutarhakatu 9, Turku. WTD in preparation.

289 Chemical products

● **28900—CEYLON**—Ink, quick drying, black, suitable for screen printing of cotton fabrics, 6,000 gals. Bid deadline Oct. 30. Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Road, Colombo.

Terms and specifications available from the Chemical Division, BDSA, Room 3225, Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-3521). Copies are also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Area Code 415, 566-5868).

28993 — PORTUGAL — Liquid insulating spray compounds. Direct purchase and agency.

Wandschneider & Ca. Lda. (importer, distributor, agent), 74-2° Rua de Candido dos Reis, Oporto. WTD in preparation.

28993—SWEDEN—Water treating, purifying compounds; dissolvers, disintegrators for plastics industry. Direct purchase and agency. A. Haeger Maskin AB (importer, distributor, agent), 5 Docentbacken, S-10405 Stockholm 50. WTD 9/69.

306 Fabricated rubber products

30691 — PORTUGAL — Rubber belts and belting: transmission belts for machine tools. Direct purchase and agency. Osorio & Sottomayor Lda. (importer, agent), Ave. dos Aliados 194, Oporto. WTD in preparation.

30697 — FINLAND — Medical prophylactics. Finnish distributorship. Requests prices, terms. T:mi LONKA (importer, distributor, manufacturer), Puutarhakatu 9, Turku. WTD in preparation.

317 Handbags, other personal leather goods

31720—PORTUGAL—Small jewelry display boxes. Carlos A. B. Xavier (importer, agent), Av. Mouzinho de Albuquerque 10-1°, Lisbon. WTD in preparation.

322 Glass, glassware

32293—KENYA—Glass fiber chopped strand mat, surfacing tissues of glass fiber and dynel; surfacing papers for use with fiber-glass. Reinforced Plastics Kenya Ltd. (importer, manufacturer), P.O. Box 24976, Nairobi. WTD in preparation.

323 Glass products

32310—NETHERLANDS—Hardened, wire, ornamented and mirror glass, insulating double glass paneling. Sales territory Western Europe. Direct purchase and agency. Van den Hurk's Glas- en Verfindustrie N.V. (Attn. R. Siemerink) (importer, distributor, grinder, installer), 72-78 Willemstraat, or P.O. Box 641, Eindhoven. WTD 8/69.

329 Abrasive, asbestos, nonmetallic mineral products

32927—PORTUGAL—Asbestos sheets. Direct purchase and agency. Osorio & Sottomayor, Lda. (importer, agent), Ave. dos Aliados 194, Oporto. WTD in preparation.

331 Steel mill products

33176—PORTUGAL—Steel pipes and tubes: seamless, for boilers and mechanical (for sizes, firm will buy normal sizes of production). Direct purchase and agency. Osorio & Sottomayor Lda. (importer, agent), Avenida dos Aliados 194, Oporto. WTD in preparation.

342 Cutlery, hand tools, general hardware

34230—PORTUGAL—Complete line of hand tools. C. Andrade & Castro Lda. (importer), Rua do Almada 267, Oporto. WTD in preparation.

34231—MOROCCO—Mechanic's hand service tools: pliers, wrenches, hammers, screwdrivers, other kinds of mechanic's hand service tools. Correspondence requested in French, Spanish. Quincaillerie Marhaba (importer, distributor, retailer), Rue Mexique 34, Tangier. WTD 8/69.

34231—PORTUGAL—Wrenches for industry (metric). Direct purchase and agency. Osorio & Sottomayor Lda. (importer, agent), Ave. dos Aliados 194, Oporto. WTD in preparation.

34294 — MOROCCO — Builder's hardware: door locks, dead locks, hinges, latches, butts, other related hardwares. Correspondence requested in French, Spanish. Quincaillerie Marhaba (importer, distributor, retailer), Rue Mexique 34, Tangier. WTD 8/69.

34294 — PHILIPPINES — Aluminum doors and windows accessories including door locks, locksets, door closers, checking devices, other related items. Jalwindor Manufacturers, Inc. (importer, distributor), 292 Roosevelt Ave., San Francisco del Monte, Quezon City. WTD 6/69.

343 Heating apparatus, plumbing fixtures

34310 — PORTUGAL — Bathtubs. Materiais de Construcao Cunha Gomes Lda. (importer, distributor), Rua da Quinta Amarela 70, Oporto. WTD in preparation.

34320—PORTUGAL—Plumbing fixture fittings and trim (brass goods). Materiais de Construcao Cunha Gomes Lda. (importer, distributor), Rua da Quinta Amarela 70, Oporto. WTD in preparation.

348 Fabricated wire products

34811 — PORTUGAL — Wire for springs: sizes BWG 13, 14, 15, 17, 18. Direct purchase and agency. R. Fernando Magalhaes (importer, agent, exporter), Rua de Santos Pousada 829-1°, Oporto. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

● **35300—BURMA**—Eight-wheel type tractor shovel-loaders, diesel engine, four cycle water cooled, not less than 130 net engine H.P., bucket capacity not less than 2¼ cu. yds.; fifty dump trucks, rear dump, diesel engine, four cycle, water cooled, not less than 120 Bhp, not less than 6½ long ton capacity. Include quotation on two year supply of spare parts. Tender No. T-3(T) PWC/69-70, bid deadline Oct. 18. Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Road, Rangoon. Specifications available on a five-day loan basis from the General Industrial Equipment Division, BDSA-647, Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-5585).

● **35300—KOREA**—Five wrecker cranes, seven ton lift, mounted on seven ton truck; five pick-up street sweepers, approx. 4 cu. yd. body, rear dump; two low-bed semi-trailers, 20 ton capacity; with tractor; fourteen plate-type soil compactors with air-cooled diesel engines; four tandem rollers, ballasted weight approx. 10-12 ton; three wheel type tractor shovel-loaders, approx. 1½ cu-yd capacity, six cylinder 160 hp diesel engine; two power curbers; one highway line mark remover; four trucks, two ton capacity, equipped with electric generator; six rotary snow plows mounted on wheel tractor shovel loader; fourteen one-way snow plows including truck; three material spreaders, three ton diesel truck mounted, tender invitation No. ADB/L-9161-P. Bid deadline Oct. 7. Copies of tender available from GIE Division, BDSA-647, Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-5566).

35317—JAPAN—Track-mounted loader shovel; bucket capacity—5 cu.m. or larger; 360° swing. Requests catalogs. American Trading Co., Japan, Ltd., Osaka Office, Attn: Industrial Products Dept. (importer), Tokyo Tatemono Bldg., No. 38, 4-chome, Kitahama, Higashi-ku, Osaka. WTD in preparation.

35320 — PORTUGAL — Mining machinery, equipment. Direct purchase and agency. Osorio & Sottomayor Lda. (importer, agent), Ave. dos Aliados 194, Oporto. WTD in preparation.

354 Metalworking machinery

● **35400—INDIA**—Heavy duty thread milling machine—610 mm. swing over bed, 1370 mm. between centers. Tender No. 224/16/045/9-7-69, bid deadline Oct. 28. Eximbank credit. Tender copies are available from India Supply Mission 2536 Mass. Ave., NW., Washington, D.C. 20008 for $2.50 per copy. Refer to No. D/ENQ/2689.

35410—PORTUGAL—Special machine tools (latest generation highly sophisticated machine tools). Direct purchase and agency. Ed. Ferreirinha & Irmao—Motores e Maquinas Efi, S.A.R.L. (importer, manufacturer, exporter), 125 Rua do Boa Nova, Oporto. WTD 4/69.

Firm interested in machine tools, metal-cutting types. Direct purchase and agency.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Federal Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and South Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

GLOBO-Sociedade de Equipamentos Industriais Lda. (importer, distributor, agent), 478 Rua de Sa da Bandeira, Oporto. WTD 3/69.

35421—PORTUGAL—Automatic, high-speed machines for manufacture of nails, rivets and studs (for shoe decoration). Machines must be capable of stamping nail head, cutting wire and assembling nail in automatic operation. Lima & Ribeiro Sucr. (importer, manufacturer), Estrada Nacional 208 (Km. 14,7), Formiga Ermezinde, Oporto. WTD in preparation.

35482—PORTUGAL—Industrial (manufacturing) pneumatic tools. Direct purchase and agency. GLOBO-Sociedade de Equipmentos Industriais Lda. (importer, distributor, agent), 478 Rua de Sa da Bandeira, Oporto. WTD 3/69.

Complete line of pneumatic tools for industrial (factory work) assembly line use. Direct purchase and agency. Sociedade Tecnica de Fomento Lda. (importer, agent, exporter), Ave. dos Aliados 168, Oporto. WTD 8/68.

Powered hand tools, particularly pneumatic; wood working and metal working tools; chain saws. Direct purchase and agency. Rodrigues & Barbot Lda. (Also known as Representacoes Aureobar) (importer, agent), 305 Rua de Francos, Oporto. WTD 3/69.

Complete line of power driven hand-tools. C. Andrade & Castro Lda. (importer), Rua do Almada 267, Oporto. WTD in preparation.

355 Special industry machinery

● **35500—KOREA**—Tire building equipment, including three tire building machines, five automatic curing presses, one bladder moulding press and associated equipment, including instructions, assembly, erection and operation of the equipment. Tender No. KDFC-IBRD-9-11, bid deadline Oct. 10. Hankook Tire Mfg. Co., Ltd. #365, Shindorimdong Youngdongpo-Ku, Seoul. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-5585).

● **35500—TURKEY**—Complete design and equipment for 30,000 cm sawmill for hardwood logs; and a parquet manufacturing plant, 50,000 sm capacity. Buyer desires complete design and operating specifications. Bid deadline is Oct. 15, but extension has been requested. General Directorate of Forestry (Orman Genel Mudurlugu, Orman Isletme Merkez Mudurlugu, Bankanliklar Ankara. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-5585).

● **35500 — VIET-NAM** — Complete bottle plant with three melting furnaces of 30,000 kg/hr., 15,000 kg/hr., and 10,000 kg/hr.; and six automatic forming machines, conveyors and stackers; three annealing lehrs; molds; machine tools, etc. Tender to include supply of equipment, start-up and supply of materials for operation of the plant. Tender No. 3194 NSDA-524, bid deadline Oct. 30. Industrial Development Center, 40-42 Nguyen Hue Blvd., P.O. Box 336, Saigon. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-5585).

● Air-conditioning, sterilizing and dehumidifying equipment for a large pharmaceutical laboratory. Tender No. 3313 NSDA 544, bid deadline Oct. 30. Industrial Development Center, 40-42 Nguyen Hue Blvd., P.O. Box 336, Saigon. Tenders are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-5585).

35513—GERMANY—Canning machinery for complete preparation line. Direct purchase and agency. Correspondence requested in German. Manfred Engler, Maschinenbau (importer, manufacturer), 20 Frankfurter Strasse, 7101 Frankenbach. WTD 9/69.

35513 — PHILIPPINES — Food processing machinery such as packaging machinery, fillers, labelers, etc.; brewery equipment including bottle washers, fillers, closers, other related items. Aboitiz & Co., Inc. (importer, distributor, retailer), 285 Vito Cruz Extension, Makati, Rizal. WTD 6/69.

35521—PORTUGAL—Weaving, knitting machines. MARLI-Manual Lourenco Garcia (manufacturer), Ave. Fernao de Magalhaes 596-1°, Coimbra. WTD in preparation.

35522—PORTUGAL—Parts, attachments for textile industry. Direct purchase and agency. Harker, Sumner & Ca. Lda. (importer, agent), 38-40 Rua de Ceuta, Oporto. WTD 5/69.

35540 — SWEDEN — Machinery for pulp, paper industries. Direct purchase and agency. A. Haeger Maskin AB (importer, distributor, agent), 5 Docentbacken, S-10405 Stockholm 50. WTD 9/69.

35593 — PORTUGAL — Plastic-working machinery, equipment: compression, extrusion, injection molding machines. Direct purchase and agency. Wenceslau Teixeira e Co. Lda. (importer, agent), Rua do Rosario 119, Oporto. WTD 8/68.

Plastic-working machinery, equipment. Direct purchase and agency. Herbert W. Cassels, Filhos & Ca. Lda. (importer, agent, retailer), Rua Mouzinho da Silveira, 191, Oporto. WTD in preparation.

356 General industrial machinery

35615—PORTUGAL—Spraying equipment for liquid insulating compounds. Direct purchase and agency. Wandschneider & Ca. Lda. (importer, distributor, agent), 74-2° R. Candido dos Reis, Oporto. WTD in preparation.

35690—PORTUGAL—Filters for wine industry. Direct purchase and agency. SOGERE-Sociedade Geral de Representacoes Lda. (importer, agent), Ave. Guerra Junqueiro 12-5°, Lisbon. WTD in preparation.

357 Office, computing, accounting machines

35741—PORTUGAL—Small register to be attached to taxi meters which when the flag is put down it records price, taxi number, and date on paper tag which is given to the customer in much the same manner as a cash register receipt. Direct purchase and agency. Abilio Queiroz & Ca. Lda. (importer, agent), R. de Santa Catarina 130-1°, Oporto. WTD in preparation.

35790—PORTUGAL—Complete line of office machines. Direct purchase and agency. Sociedade Comercial e Importacao Sabandeira Lda. (importer, agent), Rua de Sa da Bandeira 335, Oporto. WTD 10/68.

35791—PORTUGAL—High powered staple guns for heavy cartons, wood packing cases. Direct purchase and agency. Rodrigues & Barbot Lda. (also known as Representacoes Aureobar) (importer, agent), 305 Rua de Francos, Oporto. WTD 3/69.

358 Service industry machines

35852 — CYPRUS — Room air conditioners. Quote c.i.f. Cyprus. Direct purchase and agency. G. A. Gabrielides & Co. Ltd. (importer, distributor, agent), 65 Passiades St., P.O.B. 1822, Nicosia. WTD 3/69.

Domestic room air-conditioners. Direct purchase and agency. Materiais de Construcao Cunha Gomes Lda. (importer, distributor, agent), Rua da Quinta Amerala 70, Oporto. WTD in preparation.

High quality domestic room air-conditioners. Direct purchase and agency. Sociedade Tecnica de Fomento Lda. (importer, agent), Avenida dos Aliados 168, Oporto. WTD 8/68.

35891—PORTUGAL—Institutional kitchen equipment; equipment for snack bars, super markets. Direct purchase and agency. Sociedade Comercial e Importacao Sabandeira Lda. (importer, agent), Rua de Sa da Bandeira 335, Oporto. WTD 10/68.

361 Electric transmission, distribution equipment

● **36100—NEW ZEALAND**—Supply seven each 220 kv and seven each 110 kv circuit breakers. Tender No. 534. Bid deadline Nov. 4. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington, New Zealand. Specifications available from the Power & Electrical Equipment Div., BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-4241); also, one copy of specifications available for reference only, from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Area Code 415, 556-5868).

● **36100 — THAILAND** — Supply complete operational terminal switching station comprising of 69 kv air switches, lightning arresters, bus insulators, bus tubing, bus fittings and connectors and line terminal hardware and supporting structures. One control board Type "L" for outgoing line. One control board Type "T" for transformer board. One switchboard type "S" for station metering. One control/indication desk Type "C," plus spare parts, ASA or NEMA standards. Tender No. MEA-PS-171, bid deadline Oct. 24. Purchase & Stores Department, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Additional information available from the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-4241).

362 Electrical industrial apparatus

36211—PORTUGAL—Fractional horsepower electrical motors. Direct purchase and agency. Herbert W. Cassels, Filhos & Ca. Lda. (importer, distributor, agent, retailer), Rua de Mouzinho da Silveira 191, Oporto. WTD in preparation.

363 Household appliances

36340—PORTUGAL—Base board heating units for homes, apartment buildings. Direct purchase and agency. Fernando Begonha-Importacao e Exportacao S.A.R.L. (importer, agent), 400-1° Rua Formoza, Oporto. WTD 6/69.

36393—PORTUGAL—Food waste disposers. Direct purchase and agency. Fernando Begonha-Importacao e Exportacao S.A.R.L. (importer, agent), 400-1° Rua Formoza, Oporto. WTD 6/69.

Electric heaters. Direct purchase and agency. Materiais de Construcao Cunha Gomes Lda. (importer, distributor, agent), Rua da Quinta Amarela 70, Oporto. WTD in preparation.

364 Electric lighting, wiring equipment

36430—MOROCCO—Current-carrying wiring devices: plugs, switches, sockets, outlets, cords, and extension cord sets; electric. Correspondence requested in French, Spanish. Quincaillerie Marhaba (importer, distributor, retailer), Rue Mexique 34, Tangier. WTD 8/69.

366 Communications equipment

36600—HONG KONG—Supply of 21, 456 loading coils and 50 unicoils. Tender No. E 2940/E4/2/RG/K.5a. Bid deadline Oct. 21. Copies of tender announcement and specifications are available from the Hong Kong Telephone Co., Ltd., G.P.O. Box 479 Hong Kong, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-4823).

367 Electronic components, accessories

36795—GERMANY—Electronic components, instruments. Direct purchase and agency. Dr. Wolfgang Gueldner (importer, distributor), 7 Stuttgart-Vaihingen, Waldburgstrasse 152. WTD 9/69.

369 Electrical machinery, equipment, supplies

● **36900—CEYLON**—Supply of X-ray apparatus for mass chest survey in the TB clinic including X-ray generator, control unit, radiography assembly, table unit, tomographic attachment, processing unit, drying cabinet, and all associated equipment. Bid deadline Nov. 14. Requested by the Department of Health, P.O. Box No. 584, Colombo, Ceylon. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Area Code 415, 556-5868).

373 Ship building, repairing

37322—KENYA—Boat fittings. Reinforced Plastics Kenya Ltd. (importer, manufacturer), P.O. Box 24976, Nairobi. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—PAKISTAN**—Supply of 19,800 domestic water meters and 222 bulk water meters; also horizontal water meters fittings and spares. Tender No. GLP/W-39, bid deadline Nov. 12. Tender terms and specifications available, at approximately $6.25, plus $2 airmail postage, per copy, from issuing agency: Director, Procurement and Stores, Greater Lahore Water Supply, Sewerage and Drainage Project (Lahore Improvement Trust), 4/a Gulberg-V, Lahore, West Pakistan. Cable: PEEDEELIT, Lahore, Pakistan.

38210—PORTUGAL—Fluid power instruments: pumps, tubing, valving, fittings; motors and fittings for fluid power controlled machinery: presses, shipboard use, etc. Direct purchase and agency. Eng. Gustavo Cudell (importer, distributor, agent), Rua do Bolhao 157, Oporto. WTD in preparation.

384 Surgical, medical, dental instruments

38410—PORTUGAL—Equipment for treatment of vascular disorders. Direct purchase and agency. Manuel F. M. Roque (importer, distributor, agent), Rua Aires Ornelas 230, Oporto. WTD in preparation.

Nuclear medical equipment, diagnosis apparatus. Direct purchase and agency. Emilio de Azevedo Campos & Ca. Lda. (importer, distributor, agent, retailer), 137-145 Rua de Santo Antonio, Oporto. WTD 9/68.

391 Jewelry, silverware, plated ware

39111 — PORTUGAL — Ladies' and men's watch bracelets of all types. Carlos A. B. Xavier (importer, agent), Ave. Mouzinho de Albuquerque 10-1° Esq., Lisbon. WTD in preparation.

394 Toys, amusement, sporting goods

39410—NETHERLANDS—Toys and games, all kinds, possibly in combination with candy and/or chocolate products. Exclusive agency on commission basis and/or purchase for own account. Forward free samples. Direct purchase and agency. Handelsonderneming "Loven" N.V. (attn. F. Pasteels, Mgr.) (importer, distributor, agent), 1A Slachthuisstraat, or P.O. Box 27, Geldrop. WTD 8/69.

39420—NETHERLANDS—Dolls and toy animals, all kinds, possibly in combination with candy and/or chocolate products. Exclusive agency on commission basis and/or purchase for own account. Forward free samples. Direct purchase and agency. Handelsonderneming "Loven" N.V. (attn. F. Pasteels, Mgr.) (importer, distributor, agent), 1A Slachthuisstraat, or P.O. Box 27, Geldrop. WTD 8/69.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

396 Costume jewelry, novelties, buttons, notions

39610—PORTUGAL—Ladies' and men's watch bands of all types. Carlos A. B. Xavier (importer, agent), Ave. Mouzinho de Albuquerque 10-1°, Lisbon. WTD in preparation.

39961—MALAWI—Linoleum floor coverings, plain, patterned, including tiles. Cheaper and better grades. V. J. Paint & Hardware Stores (importer, distributor, retailer), Glyn Jones Road, P.O. Box 248, Blantyre. WTD 9/68.

399 Manufacturing industries

39999—NETHERLANDS—Christmas celebration products, all kinds. Exclusive agency on commission basis and/or purchase for own account. Forward free samples. Direct purchase and agency. Handelsonderneming "Loven" N.V. (attn. F. Pasteels, Mgr.) (importer, distributor, agent), 1A Slachthuisstraat, or P.O. Box 27, Geldrop. WTD 8/69.

781 Motion picture production, distribution

78160 — AFGHANISTAN — Second-run 35-mm. colored motion picture films, primarily westerns, romance stories. NABICO (importer, distributor), P.O. Box No. 337, Kabul. WTD 8/69.

Prequalification invited by Brazil for construction of hydroelectric project

Centrais Eletricas de Minas Gerais S/A (CEMIG), invites applications for prequalification of bidders for the supply of permanent equipment for the Volta Grande Hydroelectric Project on the Rio Grande; Minas Gerais, Brasil.

Interested applicants will note that this is the second invitation concerning this project. Parts N, Q, R and S are the only sections containing significant new or corrected material differing from the first invitation (INTERNATIONAL COMMERCE, June 16, p. 29).

The nominal capacity to be installed at Volta Grande will be 400 MW consisting of four units of 100 MW rated output, under a net head of approximately 26.2 meters. Initial operation of the first unit is required by March 1, 1973 and of the subsequent units at four month intervals.

It is intended that proceeds from a loan from the International Bank for Reconstruction and Development will be applied for the purchase of the equipment covered by this invitation for prequalifications. Applicants must be from member countries of the IBRD or from Switzerland.

Group N: (Correction to first invitation). Spillway Tainter Gates (13m. high x 15m.) with hoists and embedded parts. (Previously advertised mid-June 1969 as 3m. high.)

Second invitation

The equipment required is classified according to the following groups:

Group Q: Powerhouse overhead traveling crane (280 tons, approx. x 24M span).

Group R: Intake gantry crane (85 tons approx.).

Group S: Draft-tube gate gantry crane (35 tons approx.).

Applications will be received by CEMIG, at Rua Itambe, 114, Belo Horizonte, Brasil, until 4 p.m. on the following dates: For Group N, Oct. 1; Groups Q, R, and S, Dec. 1.

Suppliers may apply for prequalification in one or more of the above Groups. Applicants are cautioned to use first class registered air mail for postal submissions. Applications must be submitted in either Portuguese or English language and must include the following information:

1. A statement of the Group or Groups, as classified above, for which the application applies.

2. A summary of the Applicant's experience in equipment of a nature similar to that which is required. For all of the above Groups, experience is necessary with equipment of dimensions and capacities at least 67% of the listed requirements.

3. Major orders on hand for similar equipment, and schedule of deliveries currently up to 1973.

4. Description of research, design and testing facilities.

5. Available shop area and facilities, including limitations of main machine tools and shop crane capacities.

6. Probable delivery schedule for the first and subsequent units (from date of award of order).

7. Applicant's last financial statement.

8. Any intention to share the manufacture between (or among) associated firms shall be indicated (at least one of the firms must have the full experience as required and this firm will be deemed to undertake full technical responsibility for the design where necessary, manufacture and guarantees. The above required information must be supplied for each of the associated firms).

Manufacturers of equipment covered by the above Groups, who have previously submitted applications for prequalification on similar equipment for the Jaguara Project (INTERNATIONAL COMMERCE, Mar. 10, p. 51) and were accepted in that instance, need not submit a complete compilation of the above information. However, they must reapply giving the information required under items 1, 3, 6 and 7 as listed above.

Negotiations with CEMIG will be held directly by the manufacturers' head office or through branch offices or subsidiaries. CEMIG will not deal with intermediaries or manufacturers' agents.

Tenders will be requested and accepted from prequalified applicants only, and the selection of the successful applications will be at CEMIG's sole discretion and judgment. Invitations for tenders for the above Groups will be issued during 1970.

New York 'Minimission' in Portugal gets leads

Chemicals received the most interest at a "minimission" in search of trade opportunities for New York state industries in Oporto, Portugal. Room air-conditioners, bathtubs, nuclear medical diagnostic equipment, textile machinery, pneumatic tools and institutional kitchen equipment also received noted response.

The trade promotion was organized by the New York State Department of Commerce and advertised through a mailing to 400 Portuguese importing agents and manufacturers with the collaboration of the American Consulate in Oporto.

A total of 86 trade opportunities were recorded by the three-man team conducting the five-day mid-July event. A complete listing of the trade opportunities from the minimission may be found in this "World Trade Opportunities" section.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

282 Synthetic materials

28213—PORTUGAL—Polyethylene resins. Santos, Mouta Lda. (agent), 267-5° Praca do Municipio, Oporto. WTD in preparation.

28242—PORTUGAL—Acrylic fibers for textile industry. Mario Jose Taron de Oliveira (importer, distributor, agent), 141 Rua do Paraiso, Oporto. WTD in preparation.

289 Chemical products

28993—AUSTRIA—Concrete curing and floor hardening materials; other chemicals, chemical products used in building industry. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (commission agent), Quellenstrasse 55, A-1101 Vienna, P.O. Box 611. WTD in preparation.

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

331 Steel mill products

33120—PORTUGAL—Stainless steel sheets. Santos, Mouta Lda. (agent), Pr. do Municipio 267-5°, Oporto. WTD in preparation.

33152—MALAWI—Steel nails for construction of buildings; square-headed tapered type, 2, 3 & 4 in. lengths; half and one ton lots. Fair Deal Trade Agencies (agent), P.O. Box 29, Limbe. WTD 3/69.

333 Primary smelting, refining of nonferrous metals

33334 — PORTUGAL — Zinc ingots (GOB 98.5% Zn min. and electrolytic). Santos, Mouta Lda. (agent), Praca do Municipio 267-5°, Oporto. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

33522—PORTUGAL—Aluminum plate and sheet. Santos, Mouta & Ca. Lda. (agent), Praca do Municipio 267-5°, Oporto. WTD in preparation.

33524 — PORTUGAL — Rolled aluminum: rod, bar and structural shapes. Santos, Mouta Lda. (agent), Pra. do Municipio 267-5°, Oporto. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

35319—PHILIPPINES—General construction, logging equipment, parts including caterpillar tractors, cranes, shovels, scrappers, forklifts, trucks, conveyors. Desires to represent American firm as indentor. Mastodon Equipment Co., Inc. (importer, agent), 9th Floor, PLDT Bldg., Makati, Rizal. WTD 6/69.

35321 — PHILIPPINES — General mining equipment. Desires to represent American firm as indentor. Mastodon Equipment Co., Inc. (importer, agent), 9th Floor, PLDT Bldg., Makati, Rizal. WTD 6/69.

354 Metalworking machinery

35484—PORTUGAL—Automotive maintenance equipment. J. Letra (agent), Rua do Almada 262-2° Salas 28-29, Oporto. WTD in preparation.

355 Special industry machinery

35521—NETHERLANDS—Textile machinery such as spinning, weaving, dyeing, finishing machines. Must be able to guarantee prompt delivery of spare parts in case of emergency. Exclusive agency. Firma H. M. J. Hoffman van Hove, Attn: H. M. J. Hoffman van Hove (agent), 47 St. Janstraat (P.O. Box 7), Laren, N.H. WTD 8/69.

Textile machinery. Harker, Sumner & Ca. Lda. (importer, agent), 38-40 Rua de Ceuta, Oporto. WTD 5/69.

Firm interested in textile machinery. QUIMIA-Sociedade de Tecnologia Quimica Lda. (importer, distributor, agent), 134 Rua de Grijo, Oporto. WTD in preparation.

35540—AUSTRIA—All kinds of machinery, equipment for paper mills. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (commission agent), Quellenstrasse 55, A-1101 Vienna, P.O.B. 611. WTD in preparation.

356 General industrial machinery

35611 — PORTUGAL — Pumps, tubes for

wine industry application. SOGERE-Soc. Geral de Representacoes Lda. (importer, agent), Ave. Guerra Junqueiro 12-5° Dto., Lisbon. WTD in preparation.

35614—IRAN—Air and gas compressors. Quantities, specifications to be determined through direct correspondence. Exclusive agency. "Europe" Klaus Firouzgar & Co. (importer, agent), 182 Iranshahr Ave., P.O. Box 11/1249, Tehran. WTD 8/69.

35690—AUSTRIA—Machinery of all kinds for packaging industry. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (commission agent), Quellenstrasse 55, A-1101 Vienna, P.O.B. 611. WTD in preparation.

35690 — PORTUGAL — Modern equipment for handling, storage, packing, etc. of fish, both on board ship and ashore. Fernando Zamith, Comp. Fiacao de Crestuma, S.A.R.L. (manufacturer, agent), R. Infante D. Henrique 25-A 1°, Oporto. WTD in preparation.

357 Office, computing, accounting machines

35731 — SWEDEN — Data sampling equipment. Albatross Tele AB (importer, agent, engineering), Box 315, S-151 24 Sodertalje. WTD 9/69.

35790 — NETHERLANDS — Office appliances, all kinds. Exclusive representation for EEC countries. Also interested in cross-licensing arrangement. N. Samsom N.V., Attn. Mr. K. W. Jongbloed, Mgr. Purchasing Dept. (importer, distributor, publisher, printer, exporter, mail-order firm), 1 Wilhelminalaan, or P.O. Box 4, Alphen a/d Rijn. WTD 9/69.

358 Service industry machines

35860—IRAN—Pumps for gas stations. Quantities, specifications to be determined through direct correspondence. Exclusive agency. "Europe" Klaus Firouzgar & Co. (importer, agent), 182 Iranshahr Ave., P.O. Box 11/1249, Tehran. WTD 8/69.

366 Communications equipment

36625—PHILIPPINES—Metal detector for detection of concealed guns. Detector desired which would be suitable for inconspicuous corridor or doorway installation. Exclusive agency. Mr. Jose Nazario (agent), P.O. Box 278, Manila. WTD in preparation.

36625—PORTUGAL—Light and/or heat sensitive devices capable of distinguishing people and/or objects in complete darkness; aircraft radar and optical or radar tracking systems for aircraft. A. de Mesquita Guimaraes (agent), 158 Rue de S. Joao de Brito, Oporto. WTD in preparation.

367 Electronic components, accessories

36790 — STOCKHOLM — Electronic components, microwave diodes, tubes, subsystems and systems. Albatross Tele AB (importer, agent, engineering), Box 315, S-151 24 Sodertalje. WTD 9/69.

371 Motor vehicles, motor vehicle equipment

37141—PORTUGAL—Motor vehicle parts, accessories. J. Letra (agent), Rua do Almada 262-2° s-28/29, Oporto. WTD now under preparation.

373 Ship building, repairing

37321—IVORY COAST—Airboats for use in swamps, shallow lagoons. M. Dussart, SOGIEXCI (importer, distributor), B.P. 20806, Abidjan. WTD in preparation.

391 Jewelry, silverware, plated ware

39130—IRAN—Pearls. Quantities, specifications to be determined through direct correspondence. Mr. Mohammad-Reza Saatchi (M.R.S.) (importer, agent, retailer), 355 Shah & Ordibehesht Aves., Tehran. WTD 8/69.

Leads for Importers

Commodities are offered direct unless specified

011 Commercial farms

01190—GUATEMALA—Sesame seed "Blanquina" variety for oil crushing or baking; 5,000 hundredweight for embarkation January 1970 onwards. Sr. Ernesto Rodriguez Batres (agriculturist, exporter), Ruta 2, 2-25, Zona 4, Guatemala City. WTD in preparation.

013 Livestock farms

01340 — GUATEMALA — Thirty thousand doz. fresh eggs, weekly. Empolladora Guatemala (poultry raiser), 21 Avenida 1-79, Zona 14, Guatemala City. WTD 3/69.

227 Floor covering mills, products

22700 — LESOTHO — African handicrafts: hand woven mohair rugs. Kopano Home Industries (manufacturer, exporter, wholesaler), P.O. Box Mazenod, Lesotho. WTD in preparation.

235 Hats, caps, millinery

23500—ECUADOR—Finished straw hats, men's and women's (beach and dress wear). Oficina de Mandato Cervantes (exporter, realtor), P.O. Box 3953, Guayaquil. WTD 4/69.

Turkey sets bid deadlines for variety of equipment

The General Directorate of State Hydraulic Works (DSI), Devlet Su Isleri Genel Mudurlugu, Makina Ve Ikmal Dairesi Baskanligi, Yucetepe Mahallesi, Maltepe R7, Ankara, Turkey requests bids for 494 each transformers. Tender No. 69-23T-53.

Bid deadline Oct. 15.

Also, equipment for three each eight pump stations; eight each electric motors; valves, flexible joints, vacuum pump and central air priming line. Tender No. 69-22T-41.

Bid deadline Nov. 3.

Interested firms may obtain English Tender Documents from the State Hydraulic Works and Modern Translation Company, Karanfil Sokak, Ankara, Turkey.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AFGHANISTAN—Abdul Qadir Torabi, Afghan Wool Export Co., Jade Andarabi, Kabul, **interested in locating markets for Afghan carpets and buying U.S. textile machinery, and requesting technical information.** Early October via New York for two months. c/o Ghulam Faruq Achikzai, Deputy Vice President, Da Afghanistan Bank, c/o The Trading Co. of Afghanistan, 126 W. 30th St., New York, N.Y. 10001. Itinerary: New York, Washington, D.C., cities in Georgia. WTD 10/68.

AUSTRIA—Dipl. Ing. Wolfgang Erhart, Landwirtschaftliche Nachrmittelindustrie Ges. m.b.H., Neuer Markt 2, A-1010 Vienna (cooperative producer, distributor of dairy products), **interested in establishing business relationship with U.S. companies either by a licensing arrangement for production of preserved milk, dry milk products and foodstuffs with milk base, or agency arrangements for distribution of long-life foods, such as vegetables, fruits, snacks, extruded products, others.** Sept. 10 via New York for one month. c/o M. E. Franks Ltd., 395 Park Ave., New York, N.Y. 10022. Itinerary: New York, Washington, D.C., Madison, Chicago, 9/29-30 San Francisco, 10/1-5 Los Angeles. WTD in preparation.

BRAZIL—Henrique Fix, Superintendent, Deca S.A. Industria e Comercio, Rua Comendador Souze 179, Sao Paulo (manufacturer of plumbing supplies, sanitary ware, valves, fittings), **interested in contacting U.S. manufacturers to discuss licensing and technical know-how agreements and in exporting to U.S.** Sept. 20 via New York for three weeks. c/o J. L. Chender, Philipp Bros., 299 Park Ave., New York, N.Y. 10017. New York, Chicago, Detroit. WTD 9/69.

Alfredo Botelho Machado, Executive Director, Irmaos Machado Comercio Engenharia Ltda., Rua Francisco Sa 99/403, Rio de Janeiro, GB (ZC-37), **interested in purchase of prefabricated houses and swimming pool materials and requesting technical information, plans, specifications.** Sept. 14 via Los Angeles for one month. Itinerary: Los Angeles c/o 3523 Ransom St. #3, Long Beach, Calif. 90804; Miami c/o 8731 S.W. 42nd Terrace, Miami, Fla. 33165. WTD in preparation.

GERMANY—Klaus Dietze, Market Development Manager, Kaufhof AG, Leonhard-Tietz-Strasse, 5 Koeln, **interested in meeting the management of newly established shopping centers and retail stores, and leading distributors of general department store articles.** Sept. 23 via Los Angeles for two weeks. c/o Henry Ochs, Kirby, Block, Inc., Foreign Division, 10th floor, 393 Seventh Ave., New York, N.Y. 10001. Itinerary: Los Angeles, San Francisco, Chicago, New York. WTD 8/65 under revision.

KOREA—Duk Bal Shin, Vice President, and Ju-sun Yang, Production Manager, Hai Tai Confectionary Co. Ltd., 86, 5-ka, Yangpyung-dong, Yungdongpo-ku, Seoul, are planning ex-

pansion of this firm to include production of ice cream and cookies and are **interested in purchasing U.S. machinery, joint ventures** in these lines. Late Sept./early Oct. via New York for ten days. c/o International Division, Foremost Foods Co., 111 Pine St., San Francisco, Calif. 9411. Itinerary: 1-3 days in each city, New York, Los Angeles, San Francisco. WTD in preparation.

SOUTH AFRICA—H. Blankfield, Research Ethicals (Pty.) Ltd., Philadelphia Corner, Jeppe St. or P.O. Box 8253, Johannesburg, **interested in representation rights for U.S. suppliers of ethical drugs, anesthetics, medical and dental instruments, new products in this field.** Approx. Oct. 1 via New York for three weeks. c/o Brown Bros. Shipping Co. Ltd., 855 Avenue of the Americas, New York, N.Y. 10001. Itinerary: New York, Madison, Wisc., St. Joseph, Mo., New York. WTD in preparation.

Thailand to purchase variety of equipment for vocational training

Thailand requests bids for supply of 66 items of electric and sheet metal equipment for vocational training, including AC generator set, undercutter-commutators, three-arm pullers, arbor presses, coil winding machines, growlers, tachometers, DC and AC voltmeters, AC and DC ammeters, VOM multimeters, vacuum pumps, refrigeration and air conditioning training unit, portable charging stations, hand blowers, transformers, measuring and test instruments, and many more. All electrical equipment must be 50 cycle, 3-phase, 380/400 volts.

The Tender No. is LIVE-14 and the bid deadline is Nov. 20. Bids should be submitted to: The Department of Vocational Education, Ministry of Education, Rajdamnern Ave., Bangkok, Thailand.

A copy of the terms and specifications is available for review only, but not for loan, at the Scientific and Business Equipment Division, BDSA, Room 4120, U.S. Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-2939). Copy also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Area Code 415, 556-5868).

Trinidad seeks supply bids for electrical equipment, cables

The Purchasing Officer, Trinidad & Tobago Electricity Commission, P.O. Box 121, Port of Spain, Trinidad, W.I. has issued the following tenders for electrical equipment and cable.

Tender No. 1800 for supply of 25 each outdoor terminal boxes for 3-core 12 kv cables; Tender No. 1801 for supply of 25 each outdoor vertical sealing ends for underground cables; Tender No. 1802 for 6,000 ft. 12 kv 3-core underground cable. Bid deadline Oct. 17.

Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 (Area Code 202, 967-4241) also one copy of specifications available for review only, from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. (Area Code 415, 556-5868).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CHILE—A press announcement has been made in Santiago regarding an **industrial nuclear reactor** for Antofagasta, seaport for the northern copper producing area. Surrounded by desert, the reactor may be used also for the operation of a sea-water purification plant. Technical details and specifications are at present under study and will not become available until sometime in 1970. In the meantime, interested U.S. firms may contact Senor Mario Zenteno, Electrical Engineer, Empresa Nacional de Electricidad, S.A., Calle Santa Rosa No. 76, 13° Piso, Santiago, Chile.

GERMANY—Construction has started on the third stage of the **Hamburg Container Terminal** including a quay 600 meters long for two additional container ship berths and development of approximately 300,000 square meters of land area. With the completion of installations at Burchardkai, Predoehlkai and Europakai, the Port of Hamburg will be able to offer by 1971 berths for 13 semi- and full-container ships with the pertinent open space and turnover equipment.

KENYA—The Ministry of Works has announced that tenders will be invited soon on **road projects** to be partially financed by a World Bank Loan as follows: Rift Valley Feeder Roads—74 miles bitumen, 25 miles gravel, tender invite October 1969; Eastern Province Feeder Road—35 miles bitumen, 28 miles gravel, tender invite December 1969; Western Province Feeder Road—22 miles bitumen, 82 miles gravel, tender invite March 1970; Settlement Roads—366 miles, of which approximately 60% will be gravelled, tender invite April 1970; Trunk Road —19 miles bitumen, improvement of 16 miles bitumen, tender invite May 1970.

Interested U.S. firms should apply for prequalification and registration to Mr. N. P. Radier, Chief Engineer (Roads), Ministry of Works, P.O. Box 30260, Nairobi, Kenya.

KOREA—Further information is available on the **four cold storage plants** to be erected for Korea Cold Storage Co. and financed by a $7 million loan from the Asian Development Bank (See INTERNATIONAL COMMERCE, April 14 and 28, 1969). The locations of the plants and their cold storage capacities are to be as follows: Seoul, 9,000 tons; Pusan, 4,000 tons; Mokpo, 1,200 tons; Mukho, 1,250 tons. Pre-qualification information and supporting documents should be mailed before Oct. 10, 1969 to: Korea Cold Storage Co., I.P.O. Box 1694, Seoul, Korea.

LIBYA—An **air traffic control system** which Libya expects to have functioning within three years will be one of the most modern in the area and on a level with American systems. Specifications for the system are still being drawn up and will be ready within the next three to four months. The tender for this project will probably be issued early 1970.

The American Embassy, Tripoli, Libya, recommends that U.S. companies interested in this opportunity explore details now, before the specifications are ready, and determine their possibilities of competing for this tender. Two million Libyan pounds (approx. $6 million) have been appropriated for this project in the Libyan Five-Year Plan. Interested U.S. firms should contact: Director General, Civil Aviation, Tripoli, Libya.

MALAYSIA—The Kuala Lumpur Municipal Planning Officer has approved construction of **31 first, second and third class hotels.** If built, they would increase the present capacity to 9,577 rooms to take care of an estimated 10% per annum increase in tourist arrivals over the next several years. At present there are only 698 rooms in first class hotels and 346 in each of the other two categories.

First class hotels recently built or to be started soon include the 23-story President Hotel and the 21-story Hilton Hotel. In addition, Swan and Maclaren Architects, China Insurance Building, Jalan Tuanku Abdul Rahman, Kuala Lumpur, Malaysia, are promoters and consultants to a chain of six new hotels to be built throughout West Malaysia. Each hotel will have 100 rooms and cost approximately $700,000. A wide selection of hotel equipment such as food serving equipment, kitchen equipment, curtain tracks, furnishing fabrics, carpets, glassware, cutlery, upholstery material, decorative laminates, other related items, will be imported. American firms interested in offering their products should contact the architects directly.

NIGERIA—The Nigerian and German Governments signed a $12.9 million loan agreement in Lagos on July 31, 1969, which will permit the **Eko Bridge to be extended on the mainland end.** The extension is to be about two miles long and will carry four lanes of traffic. It will be constructed by a German contractor, Julius Berger GmbH. The bridge is to feed into the Western Avenue-Agege Road, thus linking the center of Lagos with a direct, modern road to the Ikeja Airport and the neighboring Ikeja Industrial Estate.

A contract for the final design under a USAID loan agreement to **build a 5.4 mile stretch of Western Avenue-Agege Road** will be signed shortly although construction will not begin before 1971. The construction period is estimated at about 16 months.

SOUTH AFRICA—According to press reports the South African Iron and Steel Industrial Corporation (Iscor) is ready to call for tenders for the **supply and erection of a 72-inch-wide hot strip mill** which it proposes to erect at its Vanderbijlpark works. In 1975 Vanderbijlpark expects to be producing 4.1m. ingot tons a year compared with the present 2.4m. tons.

Four top Iscor officials have completed a study tour of hot strip mills in Europe and the United States and the information gathered will be used in an inquiry to be submitted to potential contractors.

The mill, expected to be one of the most up-to-date mills in the world, will roll steel strip primarily for South Africa's rapidly-expanding motor manufacturing industry.

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Exhibitors Export Market Guides *(for Trade Center Shows): London, England*—Measuring, Testing and Control Instrumentation IEA Exhibition, May 11-16, 1970, IMIS—69-76. 10 cents.

London, England—Pulp/Paper Processing Equipment, April 13-17, 1970, IMIS—69-80. 10 cents.

World Markets for U.S. Exports: Food Processing and Packaging Machinery in Belgium, IMIS—69-126; Food Processing and Packaging in Switzerland, IMIS—69-127. 10 cents each.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***The Legal and Practical Aspects of Trade With the Soviet Union.* By James Henry Giffen. Published by Frederick A. Praeger, Inc., New York. 1969. 373pp. $19.50.**

The Soviet Union has a planned, as opposed to a market, economy and differences exist in the methods of trade between such economies. This study has been written for the purpose of eliminating some of the misunderstanding that appears to shroud U.S.-Soviet trade transactions by examining such transactions in detail.

The book has been drafted for both the American businessman and the American legal advisor. It attempts to take a potential trader through a trade transaction step by step.

Write: Frederick A. Praeger, Inc., 111 Fourth Avenue, New York, N.Y. 10003.

***The Statesman's Yearbook: 1969-70.* Edited by S. H. Steinberg and John Paxton. Published by St. Martin's Press, New York. 1558pp. $12.50.**

The most recent edition of this authoritative reference to the political and economic structure of countries of the world has been fully revised from information supplied by government departments, international agencies and other correspondents in all parts of the world.

This year a large format and a new clearer type-face make for easier reference. The book contains detailed information on all leading international organizations, including trade groupings. It also contains information on affairs of nations, states and territories of the world not represented in the United Nations.

Where available, the yearbook provides the following information on the countries of the world: government, history, area and population, religions, education, court system, financial structure, agricultural and industrial products, and banking system.

Write: St. Martin's Press, 175 Fifth Avenue, New York, N.Y. 10010.

***The European Communities.* Published by U.S. Department of State. 1969. 12pp. 10 cents.**

This International Organization Series by the State Department contains basic information about the European Communities. The pamphlet notes that although the European Communities are not an international organization, they do provide an institutional framework for welding the national economies of the member countries into a single unit. As used throughout the paper the term European Communities refers to the combined institutions of the European Coal and Steel Community, the European Economic Community and the European Atomic Energy Community.

Write: Superintendent of Documents, U.S. Printing Office, Washington, D.C. 20402.

***Central American Unification Attracts U.S. Investors.* Published by *Business Abroad*, New York. 1969. Vol. 94. p. 25 ff. $1 a copy.**

According to this study, together, the member countries of the Central American Common Market (CACM) with a combined GNP of about $4.5 billion offer a market of over 14 million people. Member countries are Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua.

Overseas funds have flowed in at the rate of $60 million a year since the creation of the CACM. In 1968 the value of U.S. direct investment totaled $564 million. The area depends heavily on the U.S. for its trade.

Write: *Business Abroad*, P.O. 3088, Grand Central Station, New York, N.Y. 10017.

***Export Credit Insurance and Guarantee Facilities in the United States.* Published by International Reports, Inc., New York. Updated and Enlarged Second Edition—1969. 36pp. $55.**

This report on the existing U.S. export credit insurance and guarantee program outlines the origin of this form of risk underwriting and its development in all major trading nations, including the U.S.

The basic purposes and principles governing the operations of credit insurers are reviewed, showing how this modern facility has gained world-wide acceptance as an integral part of export financing sources.

Furthermore, the report presents a detailed description of the credit protection now available to American exporters and their financing institutions through the Foreign Credit Insurance Association and the Export-Import Bank.

Write: International Reports, Inc., 200 Park Avenue South, New York, N.Y. 10003.

***The Financial Post Survey of Oils, 1969.* Published by *The Financial Post*, Toronto. 1969. 206pp. $8.**

The latest position of companies active in the Canadian oil and gas industry and related fields is shown in this annual edition. Companies are listed in alphabetic order. Addresses and names of company executives are provided. A list of dead, dormant and inactive companies also is included.

Maps detail land holdings in active exploration areas as well as producing fields. Tables give extent of development and reserves and an eight year share-price range for companies listed on Canadian stock exchanges.

Write: *The Financial Post*, 481 University Ave., Toronto 2, Canada.

***The American Chamber of Commerce in Italy Directory of 1969.* Published by American Chamber of Commerce, Milan. 454pp. $15 (including postage by surface mail).**

The American Chamber of Commerce in Italy recently published its 1969 directory which contains an alphabetical listing of its members, a classified list of members and a list of U.S. firms operating in the Italian market.

Write: American Chamber of Commerce, Via Agnello 12, Milan, Italy.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—392-309/12

Calendar *for international traders*

ATLANTA—Oct. 7—Third of seven consecutive Tuesday Export Workshops, Business Administration Bldg., Georgia State College, 6:30-9 p.m. Sponsors: Commerce Field Office, International Trade Assn. of Atlanta in cooperation with Georgia State College.

BALTIMORE—Oct. 8—First of six consecutive Wednesday International Marketing Workshops, University of Baltimore, 7-9 p.m. Sponsors: Commerce Field Office, Maryland Port Authority and REEC in cooperation with University of Baltimore.

BOSTON—Oct. 8.—Export Licensing and Controls Workshop, 505 JFK Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

BOSTON—Oct. 16—Export Documentation and Proposals Workshop, 505 JFK Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

CHICAGO—Oct. 6—Principles and Techniques of Exporting, 1848 La Salle Bank Bldg., 6-8 p.m. Sponsor: International Trade Club of Chicago.

CHICAGO—Oct. 7—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Oct. 8—In-Office Meeting, 1486 New Federal Bldg. Sponsor: Commerce Field Office.

CHICAGO—Oct. 13—Principles and Techniques of Exporting, 1848 La Salle Bank Bldg., 6-8 p.m. Sponsor: International Trade Club of Chicago.

CLEVELAND—Oct. 8—Basic Export Workshop. Sponsor: Commerce Field Office.

DARIEN, CONN.—Oct. 10—International Banking and Credit Seminar, Halfway House, 9:30 a.m. Luncheon speaker, J. Stewart Gillies, director, foreign credit interchange bureau, National Association of Credit Management. Sponsors: Commerce Field Office, State National Bank of Connecticut.

DETROIT—Oct. 7—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

HONOLULU—Oct. 15—Export-Import Workshop, 286 Alexander Young Bldg., 10 a.m. Sponsors: Commerce Field Office, SBA.

KANSAS CITY—Oct. 14—Meeting for Exporters on Canadian Markets, Top of the Tower, 911 Main, 6 p.m. Sponsors: Commerce Field Office, REEC, International Trade Club.

LOUISVILLE — Oct. 16 — Export Workshop of the Louisville Area Chamber of Commerce, 300 West Liberty St., 3-5 p.m. Sponsors: Commerce Field Office, REEC, Kentuckiana World Commerce Council.

MIAMI—Oct. 15—Export Financing and Credit Guarantees, 821 City National Bank Bldg., 10 a.m. Sponsors: Commerce Field Office, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

U.S. Department of Commerce

Washington, D.C. 20230.

MINNEAPOLIS—Oct. 8—Minnesota World Trade Assn., Normandy Motor Hotel, social hour/dinner 5:30 p.m. Speaker: Anthony Scotto, president, International Longshoremen's Assn., Local 1814, AFL-CIO, Brooklyn, N.Y.

MEMPHIS—Oct. 15—Forum on Central America, Sheraton Motor Inn. Sponsors: Commerce Field Office, Mid-South Exporters' Roundtable.

NEW ORLEANS—Oct. 15—Export Managers' Club of New Orleans, Plimsoll Club, International Trade Mart. Speaker: **Roderick M. Gillies, Office of Field Services, Department of Commerce, Wash., D.C.**

NEW YORK—Oct. 6—21st Annual Conference on Asia, "The United States & Asia: Challenges of the '70's," Waldorf-Astoria Hotel. Sponsor: Far East-America Council of Commerce & Industry.

NEW YORK—Oct. 6-7—Businessmen's Consultation, **Donald C. Ide, commercial attache, U.S. Embassy, Beirut.** Sponsor: Commerce Field Office.

NEW YORK—Oct. 7—FCIB Round Table Conference on Foreign Finance, Credit, Collection & Exchange Problems, Advertising Club, 1:30 p.m. Chairman: Marshall O. Crowley, manager of credits and collections, International General Electric Co.

NEW YORK—Oct. 9—Overseas Automotive Club, Inc., Summit Hotel, reception/luncheon, 12 noon. Chairman: Robert J. Menne, vice president, Muller & Phipps (Asia) Ltd.

NEW YORK—Oct. 16—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m. Chairman: Herman M. Beltzer, director, treasury services, Revlon, Inc.

PHOENIX—Oct. 16—Export Workshop, 5413 Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

ST. LOUIS—Oct. 7—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

SAN FRANCISCO—Oct. 13-17—"The High Technology Firm in International Operations," theme of seminar for engineering and related technology firms operating abroad. Sponsor: University of California, Berkeley.

SEATTLE—Oct. 7—World Trade Club of Seattle, Washington Plaza Hotel, luncheon meeting, 12 noon. Speaker: **Harold B. Scott, Director, Bureau of International Commerce, Wash., D.C.**

SEATTLE—Oct. 7—Marketing and Forwarding for Exporters, 8021 Federal Office Bldg., 10 a.m.-12 noon. Sponsor: Commerce Field Office.

SEATTLE—Oct. 14—Banking and Insurance for Exporters, 8021 Federal Office Bldg., 10 a.m.-12 noon. Sponsor: Commerce Field Office.

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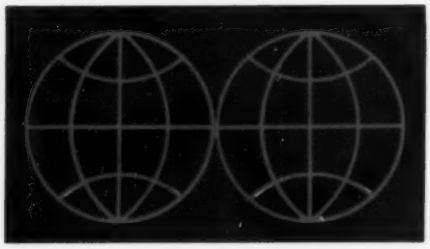

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